# Board of Trade Journal

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**Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.**

**Index to Statistics** 662
**Subscriptions, Advertisements, Reprints** 662
Under-recordings of exports 665
Chancellor's visit to Washington and Barbados 668
Sir Mark Henig to be chairman of English Tourist Board 668
Chancellor's visits to Washington and Barbados 668
Consideration of mergers by the Board of Trade 668
Chairmen of Welsh and Scottish Boards 668
Investment grants claims 669
The Import Duties (Temporary Exemptions) (No. 6) Order 1969 669
Applications for temporary exemption from import duty 669
Applications for reimposition of import duty 669
PT exemptions on some drugs and medicines 669
Prevention of Fraud (Investments) Act, 1958 670
Authorized unit trust schemes 670
Knitting Industry Training Board's annual report 670
Technical handbook in five languages 670
EFTA's Ninth Annual Report 670
BIM Annual Report 670
CoID publishes 24th Annual Report 671
CoID publishes guide to 'Going Metric' 671
New industry for Port Talbot 672
New government training centre in Northern Ireland 672
Patents endorsed 'Licences of Right' 672
Computer aid to design and production for smaller engineering firms 672
Allocation and progress of advance factories 672
New factory in Perth 672

**Aviation and Shipping**

Appointment of part-time member of British Airport Authority 673
Port of Liverpool's new £600,000 computer 673
**Government surplus sales by auction** 675

## STATISTICS

The economy: selected indicators 676
United Kingdom Trade: unit value and volume 677
Gold and convertible currency reserves during August 681
New companies registered in Northern Ireland 681
EFTA trade in first half of 1969 682
Production of man-made fibres in July 682
Registrations of British and Foreign films 684
Cinema admissions and takings in June 684
British Film Fund Agency returns 684
Business monitor 684

## EXHIBITIONS AND FAIRS

'Best Ever' Men's Fashion Week 685
Lord Brown to visit Essen Welding & Cutting Fair 685
Wescon exhibitors claim initial orders of £1.5 million 686
Proposed British Pavilion at Bucharest International Fair 686
Building exhibition to launch new card system 686
'Initiative Britain' display for British Week, Vienna 687
19 countries exhibit at Glasgow engineering show 687
Exhibitors' report 688
British group visit New York Hardware Show 688

## OVERSEAS TRADE AND EXPORTS
## TRADE AND FINANCIAL ARRANGEMENTS

France and Iraq. Hints to businessmen visiting Iraq and Poland 689
Opportunities for exporters – calls for tender – Agency inquiries, market reports, etc. 690
Export Missions and Tours 694
Export Orders 695

## TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

**Chile:** Import regulations 707
**El Salvador:** Emergency tax 707
**European Communities:** Common agricultural policy 698
**France:** Global quota for the import of horses for slaughter. Imports of horsemeat 701
**Hong Kong:** Re-organization of Government agencies in London 705
**Iran:** Import regulations 703
**Kuwait:** Agency regulations 703
**Malaysia:** Pioneer industries 704
**New Zealand:** Tariff and Development Board report. Emergency protection authority report 705
**Portugal:** Amendment to the import tariff 703
**Singapore:** Free trade zones 707
**South Africa: Republic of:** Customs tariff changes 703
**United States:** Motor vehicle safety standards: Nos. 109 and 110. Motor vehicle safety standards: power-operated window systems 708
**Venezeula:** Customs tariff Amendment 707

*Any late announcements not indexed on this page will be found at top of following page.*

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## *Front cover photograph*

The Rank Xerox 3600 print-a-second copier/duplicator, shown here with an on-line sorter, is made at the company's main plant at Mitcheldean, Gloucestershire. Large numbers of these machines have been exported during the past year to more than 20 countries. The main chassis of the machine was drilled on a six-station machine made by Peter Brasshouse Ltd., a member of the Special Purpose Machine and Toolmaking Division of F. Pratt Engineering Corporation Ltd.

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Applications for reimposition of import duty 669
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New factory in Perth 672

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Appointment of part-time member of British Airport Authority 673
Port of Liverpool's new £600,000 computer 673
**Government surplus sales by auction** 675

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'Initiative Britain' display for British Week, Vienna 687
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Exhibitors' report 688
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**El Salvador:** Emergency tax 707
**European Communities:** Common agricultural policy 698
**France:** Global quota for the import of horses for slaughter. Imports of horsemeat 701
**Hong Kong:** Re-organization of Government agencies in London 705
**Iran:** Import regulations 703
**Kuwait:** Agency regulations 703
**Malaysia:** Pioneer industries 704
**New Zealand:** Tariff and Development Board report. Emergency protection authority report 705
**Portugal:** Amendment to the import tariff 703
**Singapore:** Free trade zones 707
**South Africa: Republic of:** Customs tariff changes 703
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## *Index to Statistics published regularly in the Board of Trade Journal*

A = annually; M = monthly; Q = quarterly; 6-M = every six months

| *Title* | *Last Published* |
|---|---|
| Air transport: | |
| Aircraft noise at Heathrow and Gatwick airports (Q) | 3 Sept. 1969 |
| Mileage and traffic (A) | 9 July 1969 |
| Trade by air (6-M) | 28 Mar. 1969 |
| Balance of payments (Q) | 25 June 1969 |
| Bankruptcy orders (Q) | 6 Aug. 1969 |
| Business names registered (A) | 7 Feb. 1969 |
| Capital expenditure: | |
| Distributive and service trades (A) | 7 Mar. 1969 |
| Industry's capital expenditure (Q) | 9 July 1969 |
| Industry's investment intentions (3 times a year) | 18 June 1969 |
| Manufacturing industry. Census of production (A) | 20 Dec. 1969 |
| Catering trades turnover (M) | 13 Aug. 1969 |
| Chemical industries production (6-M) | 17 Jan. 1969 |
| Companies: | |
| Acquisitions and mergers (Q) | 3 Sept. 1969 |
| Income and finance (Q) | 3 Sept. 1969 |
| New Companies registered: | |
| Gt. Britain (M) | 27 Aug. 1969 |
| N. Ireland (M) | This week |
| Computers: | |
| UK computer market (Q) | 23 July 1969 |
| Construction work overseas (A) | 11 Oct. 1969 |
| Credit: | |
| Instalment credit business (M) | 2 July 1969 |
| International trade credit (A) | 3 Sept. 1969 |
| Electronic industry: | |
| Electronic capital equipment deliveries, research and development (Q) | 20 Aug. 1969 |
| Engineering and electrical goods: | |
| Deliveries of certain products (Q) | 28 Mar. 1969 |
| Production, exports and orders (M) | 27 Aug. 1969 |
| ECGD business (Q) | 27 Aug. 1969 |
| Film industry: | |
| British Film Fund Agency returns (M) | 6 Aug. 1969 |
| Cinema admissions and takings (M) | 13 Aug. 1969 |
| Film rentals charged to exhibitors (A) | 3 May 1969 |
| Overseas payments and earnings (A) | 6 Dec. 1969 |
| Registration of films (A) | 24 June 1969 |
| Trends in film going (A) | 16 July 1969 |
| Food: | |
| Consumption levels (A) | 30 July 1969 |
| Household consumption (Q) | 6 Aug. 1969 |
| Footwear industry orders and deliveries (M) | 20 Aug. 1969 |
| Foreign trade: | |
| Commonwealth trade (A) | 7 July 1969 |
| EFTA trade (Q) | 11 June 1969 |
| Trends in export of manufactures (A) | 6 Sept. 1969 |
| World trade and production (Q) | 6 Aug. 1969 |
| Foreign trade of the UK: | |
| Direct exports (A) | 16 Aug. 1969 |
| Unit value and volume index nos. (M) | This week |
| Value of overseas trade (M) | 20 Aug. 1969 |
| Value of overseas trade: analysis of trends (Q) | 6 Aug. 1969 |
| Gold and convertible currency reserves (M) | This week |
| Hairdressing trades turnover (M) | 13 Aug. 1969 |
| Hire Purchase: | 13 Aug. 1969 |
| Assets and liabilities of HP companies (Q) | 13 Aug. 1969 |
| Business (M) | 6 Aug. 1969 |
| Industrial building provisional figures (Q) | 30 July 1969 |
| Industrial development approvals (Q) | 25 April 1969 |
| Industrial development certificates refused (A) | 9 July 1969 |
| Industrial production: | |
| Index nos. (M) | 27 Aug. 1969 |
| N. Ireland index (M) | 27 Aug. 1969 |
| Insurance companies: | |
| Assets (A) | 30 July 1969 |
| Transactions (Q) | 25 April 1969 |
| Investment and earnings overseas (A) | 9 May 1969 |
| Laundries and dry cleaners turnover (M) | 13 Aug. 1969 |
| Machine tools, deliveries and orders (M) | 20 Aug. 1969 |
| Man-made fibres: | |
| Analysis of production (A) | 4 April 1969 |
| Analysis of production (Q) | 2 July 1969 |
| Deliveries (Q) | 7 Feb. 1969 |
| Production (M) | This week |
| Motor industry: | |
| Car and commercial vehicle production (M) | 3 Sept. 1969 |
| Motor trades turnover (M) | 13 Aug. 1969 |
| Office development permits (Q) | 13 Aug. 1969 |
| Partnerships registered | 7 Feb. 1969 |
| Pension funds: | |
| Assets (A) | 30 July 1969 |
| Transactions (Q) | 14 May 1969 |
| Retail prices index (M) | 27 Aug. 1969 |
| Retail trades: | |
| Index nos. (M) | 6 Aug. 1969 |
| N. Ireland index (M) | 27 Aug. 1969 |
| Royalty transactions (A) | 14 May 1969 |
| Shipping: | |
| Movement at UK ports (M) | 20 Aug. 1969 |
| Nationality of vessels in UK sea-borne trade (A) | 27 Dec. 1969 |
| Stocks: | |
| Distributive and service trades (A) | 7 Mar. 1969 |
| Industry's stocks (Q) | 9 July 1969 |
| Manufacturing industry. Census of production (A) | 20 Dec. 1969 |
| Retail (M) | 13 Aug. 1969 |
| Television: | |
| Overseas payments and earnings (A) | 3 May 1969 |
| Textiles: | |
| Clothing and textile orders and deliveries (M) | 27 Aug. 1969 |
| Cotton production (M) | 27 Aug. 1969 |
| Wholesale houses sales (M) | 20 Aug. 1969 |
| Wool exports (Q) | 27 Aug. 1969 |
| Wool output (M) | 27 Aug. 1969 |
| Tourism: | |
| International tourism (A) | 27 Aug. 1969 |
| UK tourist traffic (M) | 20 Aug. 1969 |
| Wholesale prices: | |
| Average prices of selected commodities (A) | 21 Feb. 1969 |
| Index nos. (M) | 20 Aug. 1969 |

**Board of Trade, Departments, etc.**

| *Subjects* | *Last published* |
|---|---|
| Board of Trade addresses | 13 Aug. 1969 |
| Board of Trade regional organization | 3 Sept. 1969 |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 10 Nov. 1969 |
| British commercial representatives overseas | 18 June 1969 |
| Customs notices of interest to exporters | 23 July 1969 |
| Directory of Board of Trade departments and their work | 29 Mar. 1969 |
| ECGD local offices | 23 July 1969 |
| Half-yearly index – Jan.-June, 1969 | 30 July 1969 |
| Official Receivers' offices | 21 June 1969 |
| Programme of trade promotion | 13 Aug. 1969 |

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BOARD OF TRADE EXPORT INTELLIGENCE SERIES: *Aids to Exporting.*

# Using Films for Export Marketing?

**Hundreds of British companies have found that specially made sales films help their salesmen win export orders. But do you know how best to go about making a film of your own? Or what the Government's Overseas Service can do to help you get valuable distribution?**

### 1. What can a film do for your product?

Look at this example: Brookes (Oldbury) Ltd., a Tube Investments Company, are manufacturers of engineering equipment. The product in question was a giant billet grinding machine for steel works, of a new design. The problem: to show prospective users the machine in action without bringing them from all over the world. The answer was a simple 8-minute colour film.

Yet among several competitors for an important foreign order Brookes were the only company with the foresight to include a film in their presentation. The business, worth many thousands of pounds, went to Brookes, and sales executives claim that the film was an important factor in their success.

### 2. How much will a film cost you?

It depends on what you say and how you want to say it. Only a careful estimate from a film production company can provide you with an accurate figure. The Brookes' film cost about £1,000 and was available in several languages within a few weeks.

### 3. Who can make it for you?

Over 200 film production companies are listed in the Television Mail Year Book. Most are based in London but there are some facilities in all large regional centres. Ask the British Industrial and Scientific Film Association for advice. Their address is: 193/197 Regent Street, London, W1.

### 4. How do you get it shown to the right people overseas?

The Central Office of Information can arrange for selected films of high standard to be considered for overseas distribution by the Foreign and Commonwealth Office.

Contact Room 520A, Central Office of Information, Hercules Road, London, SE1. Tel: 01-928 2345 Ext. 770 *preferably before production* to benefit from this service.

### 5. Who sees your film?

Depending on the purpose of the film, different people are invited by British Embassies and High Commissions to special events. They include Ministers of Government, officials concerned with industry, trade, transport, bankers, doctors and scientists, etc. Special screenings are arranged for businessmen and films are lent to industrial concerns and shown at exhibitions and trade fairs. There are outlets for some films on TV and in cinemas.

### 6. What other distribution channels are there?

Inforfilm, an international network of film libraries, is another channel of distribution. This service and other means of reaching overseas customers are described in the film "Reaching Overseas Audiences". You can hire this from Sound Services Library, Kingston Road, Merton Park, London, SW19, or obtain a copy on loan from any Board of Trade Regional Office.

PARCEL POST
FILMS

### 7. What about foreign languages?

If there are specific requests for your film by the Foreign and Commonwealth Office, the C.O.I. will make foreign language versions free of charge. If you are going to need prints in different languages for your own commercial use, be sure to discuss this with your production company as it will affect the way your film is made.

*Most important of all*—Before making a film you need to plan how you are going to use it and budget for an adequate number of copies in foreign languages to be loaned or given in suitable cases to important prospective overseas customers. It is wasteful to make an expensive film and then to try to save money by limiting the number of copies. It is also worth investigating the new 'desk top' portable back projectors for use by your own salesmen.

### 8. What should you do now?

For advice about making and distributing your film, get in touch with:

The Central Office of Information,
Hercules Road, London, SE1.
Tel: 01-928 2345 Ext. 770.

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## Three Export Films for Home Consumption

Three Board of Trade films on exporting are available to all exporting companies. They are "The Friendly Invasion" about British Weeks in Toronto and Brussels; "Shop Windows for Exports" about trade fairs and promotions; and "Call Export Intelligence" about the range of Government export services.

If you would like your company, or a group of local companies, to see these films, they can be hired from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3.

Alternatively, the film "Call Export Intelligence" is available through Board of Trade Regional Offices.

# SPOTLIGHT ON OVERSEAS TRADE

## Selling to JAPAN

Trading abroad has its problems. Especially if you're short on background information.

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# *Under-recording of exports*

WHEN THE overseas trade statistics for May this year were issued, the Board of Trade announced that a systematic investigation of the recording of exports had shown that the legal obligations on exporters to lodge with HM Customs and Excise an export declaration for each consignment shipped for export had not been consistently met. As a result the basic information underlying the trade statistics was not a complete record of the country's export trade. A parallel investigation had disclosed that exporters and agents had not always declared the value of exports in the form prescribed by Customs, and that some over-valuation had resulted. The net effect of these two factors had been an under-estimation of the value of export trade; this was stated to have been probably within the range of 2—3 per cent in the period covered by the investigations.

To ensure better documentation, Customs have instituted from the beginning of August a comprehensive checking of the lodgement of documents. Further checks are also being arranged of the accuracy of declared valuations and action is being taken to improve this aspect of the recording of trade.

This article describes how the investigation that revealed the under-recording came to be instituted, the problems involved in undertaking the investigation, and the results that emerged. It also describes the steps taken to improve export recording.*

### Investigation into the recording of exports

Over the years the balance of payments statistics have contained a balancing item which, though fluctuating, has on average been significantly positive. This means that some entries appropriate to the credit side of the accounts have been understated, or debit entries overstated, or there has been a combination of both. The balancing item was very small in relation to the total transactions (over £20,000 million in 1968) entering into the balance of payments accounts, but was of greater significance in relation to the net outcome. With a view to improving the accuracy of the accounts attention was first focused on the figures in the invisible and capital accounts which were known to present the greatest problems of estimation. As a result there have been over the last 10 years or so progressive improvements in these estimates, though problems remain. Nevertheless there continued to be a balancing item (which remained positive) and this left the possibility that the visible trade account, though more securely based, might contain some errors.

Since declarations of imports must be made before they can be cleared by Customs, and are particularly scrutinized because, *inter alia*, of the revenue interest, attention was focused on the export statistics.

A pointer was provided by a comparison made by the British Iron and Steel Federation and drawn to the attention of the Board of Trade in May 1967. This comparison was between exports recorded in the trade accounts and weights of export shipments of steel reported by producers. It showed a change in the relationship between the two series in 1966 and 1967 which might have been caused by an under-recording of exports.

The comparison was based on figures from two series derived from separate sets of records and subject as a consequence to difficulties of reconciliation. Further investigation showed that the relationship over the years had been erratic, with the official trade figures on average higher, no doubt reflecting exports by merchants not included in the industry's statistics. There were marked swings between individual years: compared with the industry statistics and the official trade figures were lower in 1966 and 1967 but they were higher in 1962, 1963 and 1968, higher still in 1957, 1958, 1964 and 1965 and strikingly higher in 1959-1961. This evidence did not therefore demonstrate that there had been under-recording of steel exports but the figures for 1966 and early 1967 suggested that further investigation was desirable.

The possibility that exports were not being comprehensively recorded was also suggested by the notification of some cases of specific export shipments for which declarations were known not to have been lodged by exporters or their agents.

The individual instances of significant under-recording which were identified were few in number and small in aggregate value. For example, over a period of nearly two years to June 1967 the values involved amounted to about £5 million†. On the other hand sample checks by Customs made in the past had shown that export documents were on occasion lodged in duplicate. Individual examples of this kind did not establish general under-recording, though they indicated some degree of inaccuracy in the details of the trade statistics.

In a large scale operation like that of recording the export trade from some 6 million documents handled each year by thousands of agents and exporters, individual errors inescapably occur. Sample checks of declarations had regularly been made by Customs, but these had not suggested any significant degree of under-recording. However, the possibility of under-recording could not be dismissed and further investigations of the problems of recording and valuaton were set on foot in July 1967.

It was necessary to look closely at, among other things, the evidence about the individual cases omitted from the accounts; the results of small sample checks of ships' manifests carried out over several years by Customs; Customs' procedures and instructions; and the special difficulties of documentation arising from the growing traffic by air. Pilot checks of shipments by sea and air were also arranged.

At the same time, Customs directed their port officials to draw the attention of exporters and agents to the importance of full documentation and to their legal obligation to make declarations.

These investigations did not enable firm conclusions to be drawn about the accuracy of the recording of the value of export trade as a whole, and it seemed that only a carefully planned investigation could be expected to identify and measure a degree of inaccuracy that seemed likely to be proportionately small (as the subse-

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*** The recording of exports**

All goods leaving the country, apart from a few exceptions such as personal effects and goods of no commercial value, have to be recorded as exports with Customs. Exporters and agents are required by law to lodge special documents with Customs; these contain a description of the goods, their f.o.b. value and an indication of quantity. For some goods, such as strategic weapons, the documents have to be lodged before the ship sails (i.e., pre-entered) but for most goods six days of grace after the ship has sailed are allowed for lodgement of documents and in practice a proportion of documents is entered later still. About 500,000 documents a month are lodged with Customs at seaports, airports or at the land boundary with the Irish Republic. The documents are sent to Customs Statistical Office at Southend for compilation. In addition, for each sailing or flight, a copy of the manifest, which lists the goods being carried, has to be deposited with Customs.

†Subsequently, in 1969, a significant instance came to light of under-recording of exports to Poland. In March 1969, arising from trade negotiations, the Polish Ambassador drew attention to a discrepancy between United Kingdom export figures and the corresponding Polish import figures for copper and tin semi-manufactures. Following investigations, Customs confirmed in early June that some exports to Poland had not been declared by agents, and especially by one particular shipping agency. About the end of June the same agency reported a further under-recording, bringing the total under-recording of exports to Poland to about £9½ million for 1968.

## UNDER-RECORDING OF EXPORTS, *continued*

quent inquiry showed it to be). It was, therefore, decided to make a systematic investigation of recording covering the whole country, and this was instituted for shipments from December 1967.

The object of the inquiry was to identify any error in recording and to measure its extent if it existed. Since there might be variation between ports and over time (because, for example, of varying pressures on staff, or as between one exporter and another) it was decided to investigate the various ports in the country in turn, taking for each a sample of sailings (or flights). For these sailings items on ships' manifests were checked against export documents lodged and in a sample of cases of discrepancies the reason for the discrepancy was ascertained as far as that could be done.

These checks were necessarily lengthy operations. They involved in the first place a considerable delay after sailing to give time for agents to lodge documents. Although exporters are in general allowed six days after shipment to submit documents, in practice a small proportion is received much later. A meticulous search and in many cases subsequent searches for documents had to be made at the Customs Statistical Office and the ports. Correspondence, often protracted, had to take place with agents to obtain explanations of apparent cases of failure to lodge.

The countrywide investigations were continued port by port to cover samples of trade up to the end of 1968. By May 1969 sufficient information had been obtained and analysed to allow confidence to be placed in the results, which were announced on June 12.

### The manifest checking procedures

The checks by Customs used, for control purposes, the manifests of ships or aircraft, which must be lodged with Customs by the shipping company or airline for every sailing or flight, and which should contain information on (but no values of) every item carried. Common information on manifests and export documents was matched by Customs, and shipments identified for which there appeared to be discrepancies between the two records.

In the investigation an examination was made of manifests from over 4,000 sailings, departures from airports, and crossings of the Irish land boundary. This involved 80,000 manifest items from ships, about 14,000 from aircraft and 2,000 from land crossings. It led to over 11,000 queries on items on manifests which could not be resolved at the Customs Statistical Office by tracing a document, or in some other way. In addition, cases of apparently duplicated documents were found and queried with traders. Some sampling was used in order to select about half of the queried cases to pursue with exporters or their agents.

Of the items listed in manifests for which no documents were traced at Customs Statistical Office, some concerned goods which are not included in the Trade Accounts and for which no export documents are required, e.g. personal luggage and goods of no commercial value. For the great majority of the cases, however, either a document was supplied in response to Customs' query, or a claim was made (in some cases accompanied by a duplicate entry or some details of the consignment) that a document had been submitted.

Claims that documents had been submitted were investigated further with the help of the additional information provided. In particular, checks were made against computer listings of all items included in the trade statistics up to two or three months after the date of sailing in case the documents had been submitted late or were incorrectly dated.

### Results of the investigation

The net effect of these omissions and errors was an estimated under-recording of documents of between 3 and 4 per cent. Information received after the initial announcement resulted in some shading downwards of this first estimate.

A major element in this estimate is represented by the lodgment of original documents by traders in response to queries from Customs about those found missing. In addition, the estimate includes an element for those cases of discrepancy where traders claimed that they had submitted documents. Where the documents could still not be traced after further careful searches there was a presumption that no document had been submitted (or received). However, allowance was made for the possibility that some documents claimed to have been submitted had been overlooked despite the close searches.

An offset to this under-recording was made for the proportion of duplicated documents found for goods which had been entered more than once with Customs.

Finally, in calculating the total net effect, it was necessary to exclude from the estimate of under-recording that proportion of the documents missing at the time of tne checks which would have been submitted in the ordinary way though belatedly.

An examination of the documents submitted in response to the investigation showed that there was considerable variability in the values but on average they were a little higher than for the average of documents in the recorded figures; but tests applied suggested that the difference was not statistically significant, and the under-recording of the value of exports was therefore put at the same figure as for the under-recording of documents.

The estimate relates to exports as a whole. It was not possible to conduct an investigation on a scale large and complex enough to yield separate estimates for individual countries or commodities.

### The development of under-recording over time

There is no direct evidence of how under-recording of exports developed over time. From the beginning of the war there was operated a general pre-entry system (under which traders had had to provide export documents on or before shipment overseas). With the gradual relaxations of exchange controls and export licensing, the scope of the pre-entry system was contracted in order to minimise the risk of delay to exports. A relaxation in exchange controls, at the end of 1963, completed the removal of pre-entry requirements for most exports to non-sterling countries. This final lifting of the general discipline of pre-entry with the increasing emphasis on the speedy handling of goods make it very probable that under-recording has grown progressively since 1963.

The examination of external evidence does not throw much light on this problem. A comparison has been made of United Kingdom export figures with the import statistics of our trading partners. In addition, other countries' figures were examined in relation to those of their trading partners and these show a variability which makes it difficult to read significance into comparisons of this kind. No firm conclusions can be drawn from this exercise about the development of the under-recording of United Kingdom exports, though the results are not inconsistent with a growth of under-recording after 1963.

Some comparisons have also been made of recorded exports with figures of deliveries for export as reported by manufacturers. There are difficulties in interpreting comparisons of this kind. In particular, for engineering products, which constitute a major part of United Kingdom exports, the available data of manufacturers' deliveries for export relate to products of firms classified to engineering whereas the trade account figures also include those produced by firms classified to other industries. Other differences, for example, of timing and valuation, contribute to the difficulty of comparison. An attempt has been made to deduce comparable series; the result does not throw any light on the growth of under-recording.

### Over-valuation of export documents

The failure of traders to lodge documents has been partially offset by some over-valuation of goods in export declarations. The Customs and Excise Act states that documents shall be provided in a prescribed form, and the Export List published by Customs requires a declaration of value on the f.o.b. ('free on board') basis.

The Board have been anxious not to burden traders by mounting a special inquiry into the valuations entered by exporters and agents on export declarations. However, in the course of the research into under-recording, it was felt essential by the Board and Customs to study this aspect of export recording. To this end an initial sample check was made, using some partial material assembled for purposes of exchange control which was available to Customs. The information related to shipments made for the most part in 1968. It was found that some two-thirds of the export documents examined were correctly valued f.o.b. but about a quarter were valued above the f.o.b. valuation (commonly c.i.f.) and about a tenth below (commonly ex-works). At this stage requests were not made to the firms involved for corrected figures, but estimates of the c.i.f./f.o.b. and f.o.b./ex-works differences were applied to the proportions of wrongly valued declarations; this yielded an estimated net over-valuation of about 1 per cent.

Errors may have arisen simply because staff had not read the full definitions of the values required. For the sake of simplicity these are not spelled out on export documents; and especially where exporters' staff or agents are inexperienced, errors may arise inadvertently. The c.i.f., or the ex-works values may sometimes be more readily available to the agent than the f.o.b. value. There may have been an increasing tendency to quote c.i.f. terms for exports, particularly where some form of 'door-to-door' delivery is involved between manufacturers and overseas customer. However, in the absence of direct information on how exporters and agents may have altered their practices over the past, there is no basis for assuming any significant degree of change in over-valuation in recent years.

### Net effect of under-recording and over-valuation

From the special investigation of manifests, and the opposite errors shown by the exercise on valuation of export documents, the net under-recording of the value of exports in 1968 was first estimated to lie within the range 2 to 3 per cent, with a conservative estimate of 2 per cent being taken for quantifying the amount involved. Re-examination of the manifest check data, in conjunction with material received after the first announcement, has led to a small downward revision of the estimated range. It is to be emphasized that there is a margin of uncertainty about the estimate, reflecting both sampling errors and the difficulties of the checking process. The situation it is sought to measure could be changing with the likely tendency for the error to grow being to an unknown degree balanced by an improvement, in response to measures taken by Customs and the publicity which has been given to the importance of recording. For these reasons, a figure of 2 per cent is taken as the allowance for net under-recording in both 1968 and the first half of 1969.

No firmly based historical series can be constructed but to help analysis requiring figures for the recent past the path for the net under-recording of exports has been taken (as a proportion of recorded exports) as a smooth progression from nil in 1963 by equal percentage stages in the five years 1964 to 1968. The annual figures so arrived at have been rounded.

The table below sets out the published figures for exports (including re-exports) since 1963; the estimated net under-recording; figures for the visible trade balance before and after adjustment for net under-recording.

£ million

| | Published export figures (including re-exports) | Estimate of net under-recording | Visible trade balance | |
|---|---|---|---|---|
| | | | Before adjustment | After adjustment |
| 1963 | 4,365 | — | – 80 | – 80 |
| 1964 | 4,565 | + 20 | –537 | –517 |
| 1965 | 4,901 | + 40 | –265 | –225 |
| 1966 | 5.241 | + 60 | –103 | – 43 |
| 1967 | 5,214 | + 80 | –548 | –468 |
| 1968 | 6,394 | +130 | –698 | –568 |
| 1969 1st quarter* | 1,680 | + 35 | –134 | – 99 |
| 2nd quarter* | 1,771 | + 35 | – 96 | – 61 |

*Seasonally adjusted.

Over the five years 1963-1968, the increase in the published series for the value of exports is 46 per cent and the addition of the esimate of net under-recording would raise this to 49 per cent. Year to year changes over this period would be only slightly affected.

It should be stressed that the discovery of under-recording does not affect the independent measure of the balance of payments by the record of monetary movements; its effect is to improve the recorded figures for the identified current balance with an equal adjustment in the opposite direction in the balancing item.

### Improvement of recording

Customs have now introduced (from August 1) full checking of all manifests. This will involve the considerable task of comparing individual export documents (amounting to half a million a month) against manifests relating to all ship and aircraft departures. Within five weeks of shipment, queries will be sent out in respect of any missing documents. The work will be very largely carried out at the Customs Statistical Office at Southend, but with assistance by local officers at the ports. It is hoped that the intensified checks and the increased publicity in which Customs have been engaged for some time will considerably reduce delays in submitting documents and consequent queries. The major objective of this extensive checking procedure is to secure a higher standard of recording on the part of traders.

The comprehensive checking will provide results which will yield a measure of any under-recording that may be continuing but only after some delay: the lag reflects the time required for following up queries. For example, an estimate for August should be possible in November. In the interval before figures become available it will be necessary to make estimates of the probable degree of under-recording. These will be based upon all the evidence then to hand on the flow of documents. They will be provided by the Board in the monthly press release of the trade statistics and will be revised as the fuller information becomes available.

How far and how quickly it will be possible to reduce under-recording depends on the response of exporters and agents. But it is expected that recording as near to completeness as is practicable will probably be reached by around the turn of the year.

## FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

*'Shop Windows for Exports.'* A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

*'The Friendly Invasion'* This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

*'Call Export Intelligence.'* A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

## *Sir Mark Henig to be chairman of English Tourist Board*

Mr. Anthony Crosland, President of the Board of Trade, has appointed Sir Mark Henig to be chairman of the English Tourist Board which is being established under the Development of Tourism Act, 1969.

The English Tourist Board will be responsible for the promotion and development of tourism and tourist facilities in England, and for publicity for English tourist attractions within the United Kingdom. In particular, the Board will administer, so far as hotels in England are concerned, the scheme of hotel grants and loans for which Part II of the Development of Tourism Act provides.

The Board of Trade will make a further announcement in due course about appointments of members of the English Tourist Board.

Speaking at a press conference on September 5 to announce his appointment, Sir Mark said that he would be concerned not only with the setting up of a new body but with the start of 'a completely new chapter in the history of tourism in England'. The importance of planning and developing facilities on a country-wide basis specially for tourists had been recognized for the first time in this country.

Pointing out that some 26 million British citizens took their holidays in this country each year, spending about £570 million, Sir Mark said: 'We must pay proper attention to the needs of the domestic market if we are going to have a really healthy tourist industry . . . I do not want to discourage people from taking their holidays elsewhere once in a while, but I do want to see more people in this country taking holidays and I would like to see a growth in the practice of taking additional holidays'.

Sir Mark then spoke of the need to develop areas which had not yet been opened up for holidaymaking, and how the English Tourist Board would be able to help main holiday areas and areas with the potential for developing new holiday facilities. 'The British Tourist Authority will have the task of encouraging more overseas visitors to come here,' he said, 'but it will be the job of the English Tourist Board to encourage them to come back again by ensuring that their stay is a happy one. We must encourage the development of good facilities for welcoming visitors, for providing them with the information they need and for ensuring that they find here all the facilities they want for a good holiday. I attach particular importance to the development of good accommodation of a sort that overseas vistors want and other holiday attractions in those parts of the country which do not at present receive overseas visitors.' He said he would be getting in touch with the Local Authority Associations in the very near future to discuss the question of methods of co-operation between local authorities and the English Tourist Board.

The importance of establishing effective co-operation between the English Tourist Board and the tourist trades was emphasized by Sir Mark. 'In fact we need more than advice,' he said, 'I see the development of tourism in this country as a joint effort between public and private enterprise. This will involve the need for joint machinery at many different levels. One of the first recommendations I shall make to my Board is that joint committees should be set up between the English Tourist Board and the various tourist trades to form a basis on which this sort of co-operation can develop.'

Sir Mark said he also intended that the Tourist Board should keep in touch with consumer interests. Since it was difficult for the holidaymaker to examine in advance the goods that he was going to buy he was entitled to as much information as possible. For this reason, Sir Mark said, he welcomed the enabling powers for registration and for accommodation price display which were contained in the Development of Tourism Act. Neither registration nor any requirements about the display of prices would hold any terrors for the good hotel. 'I believe that the British hotelier does a good job and gives good value for money,' said Sir Mark. 'I hope that with the assistance which we are now able to offer under the Act, we can help him to do an even better job and to provide even better facilities.'

'I know that the question uppermost in many of your minds is "When will hotels be able to get grants and loans",' continued Sir Mark. 'Obviously my Board will have to recruit staff and set up bill-paying machinery before the incentives scheme can be put into full operation. But I think that it is absolutely essential that people who want to get ahead with hotel development should be able to find out quickly whether their projects will be eligible for grant. I am concerned particularly about the position of the small hotel proprietor who may not be able to get bridging finance from his bank unless he can produce some evidence that he will get a grant. I am therefore proposing to recommend to my Board that we should adopt a crash programme to set up interim arrangements for accepting applications and for deciding their eligibity. I hope to make a further announcement about when and where to apply within the next few weeks.'

Sir Mark's present appointments include the chairmanships of the East Midlands Economic Planning Council, the East Midlands Gas Consultative Council and the River Dove Water Board. He is also a member of the Royal Commission on the Constitution.

The appointment is for three years and is on a part-time basis carrying a salary of £4,000 a year.

The Development of Tourism Act also provides for the establishment of a British Tourist Authority. The Board of Trade announced on August 25 that Sir Alexander Glen has been appointed chairman of the authority (see *Board of Trade Journal*, August 27, page 547).

### Chairmen of Welsh and Scottish Boards

At the same time, Mr. George Thomas, Secretary of State for Wales announced that Sir David Davies, chairman of the present Wales Tourist Board Ltd., had accepted his invitation to serve as the first chairman of the new statutory Wales Tourist Board established by the Development of Tourism Act 1969. Sir David's appointment will, at his request, terminate on March 31, 1970.

Commenting on Sir David's appointment, the Secretary of State said, 'I am delighted that Sir David has accepted by invitation to be the first chairman of the new Wales Tourist Board. I know that, with the establishment of the new Board, Sir David felt that the time was right for a new man to lead Welsh tourism. I am glad, though, that he has decided to serve for a little longer. It is very fitting that the man who has given such dedicated service and leadership to tourism in Wales over the past years should be the first chairman of the new Board, and his links with the old Board make him uniquely suited to deal with the difficult transitional problems that will inevitably arise over the next few months. I am sure he will tackle them successfully and hand over a vigorous new Board to his successor'.

Sir Hector MacLennan has been appointed the chairman of the new Scottish Tourist Board. His appointment was announced in Glasgow on September 4, by Dr. Dickson Mabon, Minister of State, Scottish Office.

## *Chancellor's visits to Washington and Barbados*

Mr. Roy Jenkins, Chancellor of the Exchequer, will visit Washington on September 23, where he will meet Mr. Kennedy, the Secretary to the United States Treasury, and Mr. Schweitzer, the managing director of the International Monetary Fund.

The Chancellor will then attend the meeting of Commonwealth Finance Ministers which is to be held in Barbados on September 25 and 26.

The Chancellor will return to Washington for the annual meetings of the International Monetary Fund, and International Bank for Reconstructional and Development, which will be held from September 29 to October 3. He will be accompanied at the meetings in Washington by Mr. John Diamond, Chief Secretary to the Treasury, and Sir Leslie O'Brien, Governor of the Bank of England and United Kingdom Governor of the IBRD.

## *Consideration of mergers by the Board of Trade*

In carrying out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(i) Acrow (Engineers) Ltd. and Allied Ironfounders Ltd.
(ii) Glynwed Ltd. and Allied Ironfounders Ltd.

## Investment grants claims

CLAIMS FOR INVESTMENT GRANT on elegible expenditure incurred during the first quarter of 1969 will be accepted by Investment Grant Offices on and after October 1, 1969. Payment of grant on claims relating to expenditure incurred during the fourth quarter of 1968 will begin on the same day.

The addresses of the offices are:

Colman House, Victoria Avenue, Southend-on-Sea, Essex (Tel. (0702) 41341 and 41362. Telex 99288).

St. Peter's House, Stanley Precinct, Bootle, Lancs., L20 3LZ (Tel. 051-922 4030. Telex 627162).

24/26 Newport Road, Cardiff, CF2 1SY (Tel. (0222) 42611. Telex 49538).

Queensway House, West Precinct, Town Centre, Billingham, Teesside (Tel. (0642) 53677. Telex 58608).

Magnet House, Waterloo Street, Glasgow, C2 (Tel. 041-221 9833. Telex 77611).

## The Import Duties (Temporary Exemptions) (No.6) Order 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 6) Order, 1969 (S.I. 1969 No. 1254).

The Order provides that the goods listed in the Schedule, being various descriptions of tin plate and iron and steel sheets and plates, shall be temporarily exempt from import duty until January 1, 1970.

The Order comes into operation on September 11, 1969, and has been published as Statutory Instrument 1969 No. 1254.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 24.

| Tariff Heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.15 | Fumaric acid | As in previous column | December 31, 1969 | 10811 |
| 39.02 | Acrylic sheet, transparent, colourless, of a thickness not less than 1·5 millimetres and not greater than 17·0 millimetres, which, when kept for 24 hours at a temperature of 110 centigrade, undergoes as a linear shrinkage of not more than 10%, and which, when kept for 24 hours at a temperature of 145° centigrade, undergoes as a linear shrinkage of not less than 40% | Stretched Plexiglass 55 (to U.S. Specification MIL-P-25690A) | December 31, 1969 | 10625 |

*On August 29 Ghana went to the polls to elect representatives to their National Assembly. Gestetner Offset machines exported to Ghana from England were used to prepare the complete electoral roll. Mr. R. H. Watson (right), director of Gestetner Holdings, and Mr. J. J. Cooper, Gestetner's manager for West Africa, watch the end of the exercise (a roll of 4 million electors was printed on 11 duplicators) before presenting efficiency certificates to the machine operators at the Electoral Commission offices in Accra.*

## Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970 on the following items which are at present temporarily exempt from duty.

| Tariff Heading | Description | Reference |
|---|---|---|
| 29.01 | 3-Methylcholanthrene (I.U.P.A.C. numbering) | 4167 |
| 29.07 | 2-Fluorophenol | 6590 |
| | 4-Fluorophenol | 6232 |
| 29.14 | Iodacetic acid | 6683 |
| | Sodium trifluoroacetate | 2247 |
| 29.25 | *N*-Acetyl-D-galactosamine | 5190 |
| | *N*-Acetyl-D-glucosamine | 3356 |
| | Lactamide | 5196 |
| 29.27 | Barium 2-cyanoethyl phosphate | 6558 |
| 29.35 | DL-Mevalonic acid lactone | 2413 |
| 29.43 | D-Lyxose | 4277 |
| | Phenyl β-D-glucoside | 5432 |
| 39.03 | 2-Diethylaminoethylcellulose | 10574 |

## PT exemptions on some drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax No. 2 Direction 1969 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from August 29, 1969, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1968.

**The additions**

**To Head II of the Schedule**

Cystosine arabinoside, whether or not mixed with benzyl alcohol
Diazoxide;
4-0-β-D-Galactopyranosyl-D-fructose;
Pheneturide;
Salbutamol;
Silver, whether or not mixed with benzoyl peroxide, prepared for veterinary use.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

## *Prevention of Fraud (Investments) Act 1958*

**Dealers in Securities**

The following changes have taken place during August in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

**Licensed Dealers**

*Additions*

Allied Bank International, 48-54 Moorgate, London, E.C.2.
Noble Grossart Limited, 9 St. Colme Street, Edinburgh, 2.

*Deletions*

Edward Bates, Mounthall Limited, 16 Coleman Street, London, E.C.2.
St. Michaels Securities New Issues Limited, 2-10 Queen Street, Manchester.

## *Authorized unit trust schemes*

The following amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers and of Unit Trusts.

**Additions**:

| Group and/or Name and Address of Management Company | Name of Scheme | Name and Address of Trustee |
|---|---|---|
| Jessel Unit Trust Management Limited, 16 Finsbury Circus. London, E.C.2 | Jessel Investment Trust Unit Trust | The Royal Bank of Soctland London Trustee Company, 49 Charing Cross, London, S.W.1 |
| London Wall Group of Unit Trusts Limited, 6 Angel Court, London, E.C.2 | Londln Wall Extra Capital Unit Trust | The Royal Bank of Scotland Limited, P.O. Box 51, St. Andrew Square Edinburgh 2. |

**Changes:**

The name of The Second M & G General Trust Fund has been changed to The M & G Second General Trust Fund.

## *Knitting Industry Training Board's annual report*

While more than two-thirds of all establishments within the scope of the Knitting, Lace and Net Industry Training Board employ fewer than 100 people, over 40 per cent of all workers are employed in establishments with a payroll of 500 or over. This is revealed in the Board's annual report, Report and Statement of Accounts of the Knitting Lace and Net Industry Training Board, HMSO, price 2s.), published on August 28. The relationship between size of establishment and proportion of levy returned in grant is shown in an appendix to the report. During the year, states the report, four group training schemes were formally constituted, and added impetus is expected to be achieved because of the more flexible financial support that the board hope to introduce during the current year.

## *Technical handbook in five languages*

Tank and industrial Plant Association, whose members include most companies manufacturing pressure vessels, heat exchangers and platework structures in the United Kingdom, propose to issue a handbook very shortly, to be published in English, German, Spanish, Russian and Serbo-Croat.

The association was formed in 1911 and now, in order to meet present conditions, has decided to give more publicity to its activities than heretofore. The object of the handbook will be to provide a buyer's reference to the British platework fabricating industry. It will be circulated widely both in this country and overseas.

## *EFTA's Ninth Annual Report*

Continued growth in EFTA trade, and a wide-ranging attack on non-tariff barriers to trade remaining between the Association's eight countries, are the main achievements recorded in the Ninth Annual Report of the European Free Trade Association (1968/1969). Once again, however, progress inside EFTA has been accompanied by 'a year of standstill in wider European economic co-operation.' Another feature of the year has been Iceland's application, on which negotiations continue, for membership in EFTA.

In trade, the report points out that exports by the EFTA countries to one another are now running at a rate two and a half times that of 1959, the year before tariff cutting in the free trade area began. The increase in 1968 was less rapid than in the year before, partly because of currency devaluations by three EFTA countries late in 1967. But the pace of growth speeded up again towards the end of the year.

'Significant progress' was achieved in the attack on technical and administrative barriers to trade: the report records several agreements reached or nearing conclusion in EFTA.

'In European integration,' the report concludes, 'little real progress was achieved during the year.' Although some new ideas for furthering economic co-operation in Europe were put forward, 'few reached the stage of clear formulation, and fewer still gained general acceptance.' But 'there was no change in the commitment and determination if all EFTA countries to continue to seek the achievement of EFTA's long-term goal, the establishment of a single market in Western Europe.'

As well as giving a detailed account of EFTA activities, the report as usual includes a commentary on trade and economic developments in the free trade area.

Copies of EFTA's Ninth Annual Report are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).

## *BIM Annual Report*

'Britain is a country almost deprived of natural resources,' says Lord Watkinson, chairman of the Council of the British Institute of Management, in his statement on the BIM Annual Report, published on September 9. 'We have therefore little capital to rely on other than the skill of our hands and brains. In addition we carry the continuing heavy burden of financial obligations incurred in defending the free world – a cause now largely forgotten. These obligations have now increased to a point where, expressed in terms of personal indebtedness, every man, woman and child in Britain owes over £100 to our overseas creditors. Repudiation of our debts or the demotion of Britain to long term second-class insolvency can be no way out for a nation that hopes to maintain a high standard of living. We have to earn a trading surplus and pay off our debts if we are to survive. This is a situation that cries out for better management and less muddle and mediocrity right across our economy. Modern management techniques must be understood and implemented not only in business but in national and local Government, in the professions, in the Armed Services and in the total deployment of our resources. This proposition assumes, and rightly so, that Britain is perfectly capable of successfully discharging its responsibility as a power of major significance in the world provided we are prepared to manage our resources in the most efficient fashion. Its success needs fewer debates about theory and more hard work and practical application.'

The report covers the accounts for the year ended March 31, 1969, and reviews activities up to the end of June.

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**SUBSCRIPTIONS AND SALES**

*Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses. 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.*

# *CoID publishes 24th Annual Report*

THE TWENTY-FOURTH Annual Report (HMSO, price 5s.) of the Council of Industrial Design, published on September 3, welcomes the proposal for a single national Design Council to promote both engineering and industrial design and covering the whole range of industry from light to heavy and from the craft-based to the highly-technical. This proposal, made to the Minister of Technology by a working party set up by the Council of Engineering Institutions and on which the CoID was represented, has been accepted in principle by the Government and is, says the CoID's Annual Report, particularly encouraging 'at a time of marked expansion in the role of the designer into ever wider fields of industrial, commercial and social activity . . . the CoID accepted the theoretical and practical aspects of this recommendation since it would be a retrograde step to fragment the subject of design by treating industrial design as separate from engineering design, while it would be wasteful to set up a new, separate organization instead of building on one that has successfully promoted design in many allied fields.'

The Report comments that the CoID was 'also interested not only with what attention various foreign design organizations were following these developments in Britain with a view to advocating similar expansions in their own countries, but also how parallel to the current thinking of many educationists such a merger between industrial and engineering design promotion would be.' The Report also notes that 'if the new body were to be established by the end of 1969 or the beginning of 1970 the Council of Industrial Design (which was formally set up in December 1944 and held its first meeting in January 1945) would have completed 25 years of independent activity before being absorbed into the larger body.'

### Record Design Centre attendances in Glasgow and London

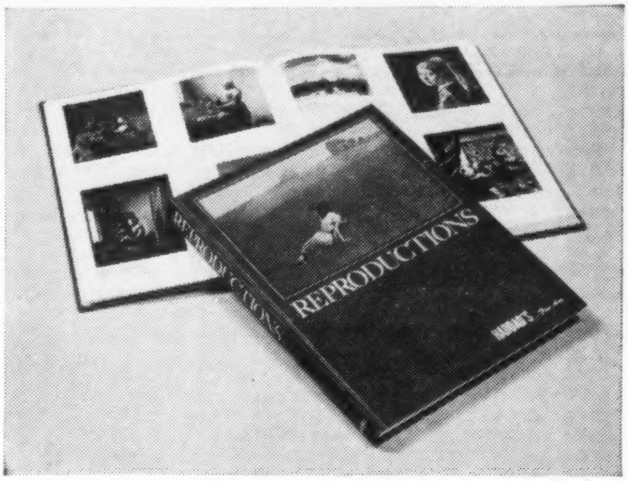
During the year covered by the Report attendances at the Design Centres in London and Glasgow again achieved record levels. Nearly 4,000 people a day visited The Design Centre in London – giving an annual total of 1,189,370 – while the number of visitors to the Scottish Design Centre doubled to an average of 1,000 per day following the opening of new, larger premises by HRH the Princess Margaret in November last year. Additionally, a special Design Centre exhibition arranged at A. B. Caller and Sons Ltd., in Newcastle-on-Tyne attracted 116,000 people in a month (an average of 4,458 visitors a day), a record for a CoID display in a retail store. The popularity of the black and white triangular Design Centre label – which can be used by manufacturers to indicate products accepted for the CoID's Design Index – also continued to increase, with 184 new firms joining the scheme and a record number of 11,521,000 labels being sold during the year. Eighty-two million labels have been sold since the scheme started.

### Overseas promotion

The Report, pointing out that the CoID's overseas promotion activities have been given a strong commercial bias, comments that 'The Council however is under no illusion about the difficulties it faces in promoting modern British design abroad. Except for popular teenage merchandise, the majority of foreign store buyers seem to look to Britain for traditional patterns and reproductions of past successes. It is therefore often difficult to effect commercial collaboration between those British manufacturers or those foreign retailers who deliberately and successfully cater for retrospective conservative markets and a Council of Industrial Design that is publicly committed to stimulating innovation and imagination. On the other hand many foreign department stores would be interested in linking up with The Design Centre for long-range promotion and prestige purposes, if the CoID could contribute towards the costs. Those problems were again under active consideration by the Council towards the end of the year with a view to further discussions with the Board of Trade about the CoID's future role in export trade promotion.'

### Demand for designers

The Scottish Committee of the CoID reports that 'the Board of Trade's pilot Consultory Grants Scheme in Glasgow stimulated considerable interest in the Record of Designers in Scotland, particularly in graphic design. Thirteen grants were approved for design assignments under this scheme.' The CoID's Designer Selection Service handled more than 400 inquiries during the year, leading to an increased number of commissions to designers following the recommendations made. The largest categories of inquiries continued to be for designers qualified in industrial design (engineering) and graphic design. The report comments that in all its industrial activities the Council had been trying to stimulate in industry and within the design profession an awareness of the need for new managerial skills in the planning and implementation of design policies. Opportunities had been sought to develop the study of these skills both in general terms and in the context of specific industries. The management of design continued to be a theme in several industrial conferences organized by the CoID.



*In April the Weather Oak Print Group secured a print order from the United States worth $100,000 in the face of strong competition from seven countries, including the United States. The client, Haddad's Fine Arts of Los Angeles, California, ordered* 10,000 *copies of their prestige catalogue of fine art reproductions after a personal visit by Weather Oak's chairman, Mr. G. A. C. Cure. The 228-page catalogue is considered a major work of reference in the United States and accurate colour reproduction and high quality was 'essential. Over* 800 *colour illustrations of fine art reproductions were involved and Weather Oak were able to design, make the plates, print and bind the whole catalogue within their own organization. The delivery date was met six days in advance.*

Concerning a proposal that all furniture accepted for Design Index should first be tested by the Furniture Industry Research Association, the Report says that this proved impracticable for a number of reasons but that an arrangement had been made for furniture submitted to the CoID which used new materials or new construction techniques to be referred for test to FIRA. It had been agreed that the investigation of such items would relate closely to FIRA objectives and that a thorough means of checking such items would fill a gap in CoID technical and user assessments. The cost of such testing, would, if necessary, be borne by FIRA but it was expected that in most cases the manufacturer would be willing to pay the testing charges. This arrangement, agreed in January 1969, was to run for one year and then be extended or amended in the light of experience gained.

# *CoID publishes guide to 'Going Metric'*

A GUIDE to 'Going Metric' in Britain has been published by the Council of Industrial Design. The guide takes the form of a full report of a series of six seminars on metrication which the CoID organized for the engineering industries earlier this year and which both dealt with the advantages of going metric and answered many questions about how companies can implement a programme of metrication.

'Going Metric' is available from the Council of Industrial Design, 28 Haymarket, London, S.W.1, price 27s. (including 2s. post and packing).

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### LETTERS TO THE EDITOR

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

## New industry for Port Talbot

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on September 4 that the Board of Trade advance factory of 25,000 square feet at Kenfig, near Port Talbot, has been allocated to Brown, Knight & Truscott Ltd. of London, Tonbridge, and Cardiff.

Brown, Knight & Truscott are a medium-sized group of specialist and jobbing printers and publishers established for more than 150 years with operating factories and publishing sections in London and Tonbridge, Kent. A wholly-owned subsidiary of the group, William Lewis (Printers) Ltd. operate a letterpress and litho printing works at Cardiff. The firm will establish a new unit in the advance factory to specialize in the reproduction and reprinting of books and journals, particularly those for which small editions only are required. The market for this service stems from publishers and libraries both in this country and abroad.

Although a small number of skilled staff will be transferred to the new unit at Kenfig, the company, by agreement with the union concerned, is recruiting its main labour force locally from keen young men, admirably suited for training in the new techniques and processes. It is envisaged that when the plant is fully operational approximately 100 people, mainly male operatives, will be employed.

## Allocation and progress of advance factories

MR. ANTHONY CROSLAND, President of the Board of Trade, has announced that the 15,000 sq. ft. advance factory on the English Industrial Estate Corporation's Cleator Moor Estate will be occupied by Alan Pidgeon Ltd., whose head office is in Leicester.

The company manufacture domestic textiles, specializing in fitted nylon sheets, pillow-cases, and ready-made nylon velvet curtains. Machinery is currently being installed and Alan Pidgeon hope to be in complete occupation of the factory by the end of October. When full production is reached, the company expect to be employing 60 men.

The President has also announced that after some delays due to bad weather earlier in the year work is now proceeding satisfactorily on the civil engineering development of the new Meadowfield Industrial Estate at Brandon, Co. Durham. This 200-acre estate is being developed by the English Industrial Estates Corporation on behalf of the Board of Trade.

The first advance factory at Meadowfield was constructed on land not affected by the general site development programme. This factory was allocated to Pex (Brandon) Ltd., and has been in production for 14 months. The original unit of 26,000 sq. ft. has been extended to 80,000 sq ft. and will ultimately employ 500 people.

Two more advance factories, one of 25,000 and the other of 15,000 sq. ft., are now under construction and will be ready for occupation early in 1970. Another development due to start soon is the construction of a block of 'mini' factories designed to meet the needs of the smaller industrialist. There will be four units in the block, each of about 2,500 sq. ft.

## New government training centre in Northern Ireland

A £250,000 GOVERNMENT TRAINING Centre at Ballymena, County Antrim, will start its training programme early in September. It is the eighth large or medium sized centre to be opened in Northern Ireland and will provide places for 300 people at any one time – 200 of them apprentices.

The new centre brings total training accommodation in Northern Ireland to about 225,000 sq. ft. At the end of 1969 the centres will provide about 2,000 training places giving an annual output of some 2,500 apprentices and adults. Government training facilities have quadrupled in the last five years and the number of training places in Northern Ireland per head of population is about 10 times greater than provided in Great Britain.

The first intake at Ballymena will be apprentices training in a wide range of construction and engineering trades. Later in the year there will be places for 50 male adults in engineering occupations such as milling, welding and capstan lathe work.

## New factory in Perth

PERTH TOWN COUNCIL announced on September 4 that Kleinerts, manufacturer of bathing caps and baby products, are to occupy a 20,000 sq. ft. factory now being built by the council on their North Muirton Industrial Estate.

The announcement was made by Mr. Jack Brier, chairman of the United States parent company, the I. B. Kleinert Rubber Company of New York, following final discussion with Lord Provost David K. Thompson and council officials.

The company expects to employ 100 people, mostly women, within a year, and possibly to double that figure during 1971.

## Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

| Number | Grantee | Subject-Matter |
|---|---|---|
| | August 8, 1969 | |
| 842,063 | Standard Telephones & Cables Ltd. | Omnidirectional beacon antenna. |
| 842,430 | Standard Telephones & Cables Ltd. | Radio navigation system. |
| 926,740 | Standard Telephones & Cables Ltd. | Metal sheathed electric cables. |
| 933,043 | Standard Telephones & Cables Ltd. | Circuit arrangement for supplying a distant load with power from a central station in telecommunication system. |
| 962,863 | Standard Telephones & Cables Ltd. | Improvements in surge suppressors. |
| 989,884 | Standard Telephlnes & Cables Ltd. | Apparatus for detecting an identification. mark on a document. |
| 990,824 | Standard Telephones & Cables Ltd. | Slection system. |
| 1,026,306 | Standard Telephones & Cables Ltd. | Method of and circuit arrangement for selecting transmission paths in multi-stage switching grids of telecommunication particularly telephone system. |
| 1,048,407 | Laboratoire Solac | Analgesic and antipyretic composition containing N-acetyl-para-aminophenol. |
| 1,051,637 | Standard Telephones & Cables Ltd. | Systems for sorting substantially flat articles. |
| 1,051,728 | Standard Telephones & Cables Ltd. | Ferroelectric ceramic compositions and methods for the production thereof. |
| 1,103,430 | Claverbel | Process and apparatus for manufacturing sheet glass. |
| 1,113,078 | Standard Telephones & Cables Ltd. | Circuit arrangement for a multi-stage regular crosspoint arrangement. |
| 1,113,961 | Claverbel | Improved dip coating process and apparatus. |
| 1,117,607 | Jakob Christoph Heer | Arc welding. |
| | August 12, 1969 | |
| 859,111 | Standard Telephones & Cables Ltd. | Telephone subscriber sets using amplifiers. |
| 895,280 | Creed and Company Limited | Type printing telegraph apparatus. |
| 895,304 | Standard Telephones & Cables Ltd. | Electrical carrier-suppressing constant impedance mechanical modulator. |
| 930,533 | Standard Telephones & Cables Ltd. | Semiconductor devices. |
| 983,146 | Standard Telephones & Cables Ltd. | Semiconductor device. |
| 993,984 | Standard Telephones & Cables Ltd. | Electrical circuits. |
| 996,165 | Standard Telephones & Cables Ltd. | Electrical circuits. |
| 1,001,150 | Standard Telephones & Cables Ltd. | Transistors. |
| 1,020,487 | Standard Telephones & Cables Ltd. | Electrical switching systems. |
| 1,045,269 | Standard Telephlnes & Cables Ltd. | Introduction of mercury into electric discharge tubes. |
| 1,069,159 | Standard Telephones & Cables Ltd. | Self-adaptive storage devices. |
| 1,099,574 | Standard Telephones & Cables Ltd. | Adaptive element. |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office. GORDON GRANT,
*Comptroller.*

•

## Computer aids to design and production for smaller engineering firms

THE MINISTRY OF TECHNOLOGY has commissioned Urwick Technology Management Ltd. to undertake a pilot investigation into the needs of medium and small size engineering firms for computer aids to design and production. The survey will cover six areas of the industry – compressors and oil hydraulic machinery, mechanical handling, textile machinery, process plant, printing and packaging machinery and power transmission machinery.

The study is expected to yield information on the extent to which CAD techniques could be profitably applied to such firms, to bring about reduction of costs, reduction of design time or improvement of the product. The organizational and managerial implications of applying CAD techniques will be considered.

The computer-aided Design Committee's Working Party on Machine Design will be assisting with this study and the results are expected to be available early in 1970.

# Aviation and Shipping

## *Appointment of part-time member of British Airport Authority*

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Ian Little, M.A., D.Phil., A.F.C., a Fellow of Nuffield College, Oxford, as a part-time member of the British Airports Authority with effect from September 1, 1969.

Mr. Little, who has specialised in public finance, welfare economics and the economics of developing countries, was Deputy Director of Economics at the Treasury in the mid-1950s.

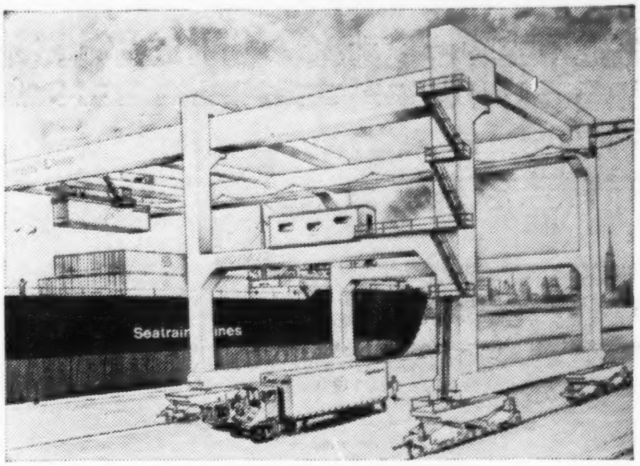
## *Port of Liverpool's new £600,000 computer*

A NEW £600,000 computer – code named 'Portia' – has been installed by the Mersey Docks and Harbour Board in the Port of Liverpool.

Mr. Joseph C. Taylor, the Board's chairman, introduced Portia on September 5, by typing the code word, short for Port Operations, Transport and Integrated Accountancy. 'She' chattered back instantly a message of thanks on the typewriter and flashed the same message on a TV-type screen.

Information passing to and from the computer will help control the flow of all container traffic and give a complete visual record of operating data, contents of containers, their arrival, departure times and destinations – all the facts being available on site. Relative extracts from this information and operating instructions for controllers, drivers, dock workers and ships' crews and the scheduling of movements of each unit from dock gate to sailing time, and vice versa, will be printed out at the printer terminals.

It is expected that the new system will still further reduce the turn-round time of the container ships.



*An artist's impression of one of the three Herbert Morris ship-to-shore container handling cranes currently being installed at Seatrain Line's new dock complex at New Jersey in the United States. Mr. Harold Flavell, managing director of the Herbert Morris Group, has since announced a £1 million order from the United States Line for three similar cranes. The total working area of the Seatrain crane is 327 ft., with an outreach of 110 ft. (113 ft. 6 in. on the United States Line version), a span of 100 ft. and an overall height of 97 ft. The cranes have a hoist speed of 175 ft./min. and a cross-travel speed of 400 ft./min. See also page 696.*

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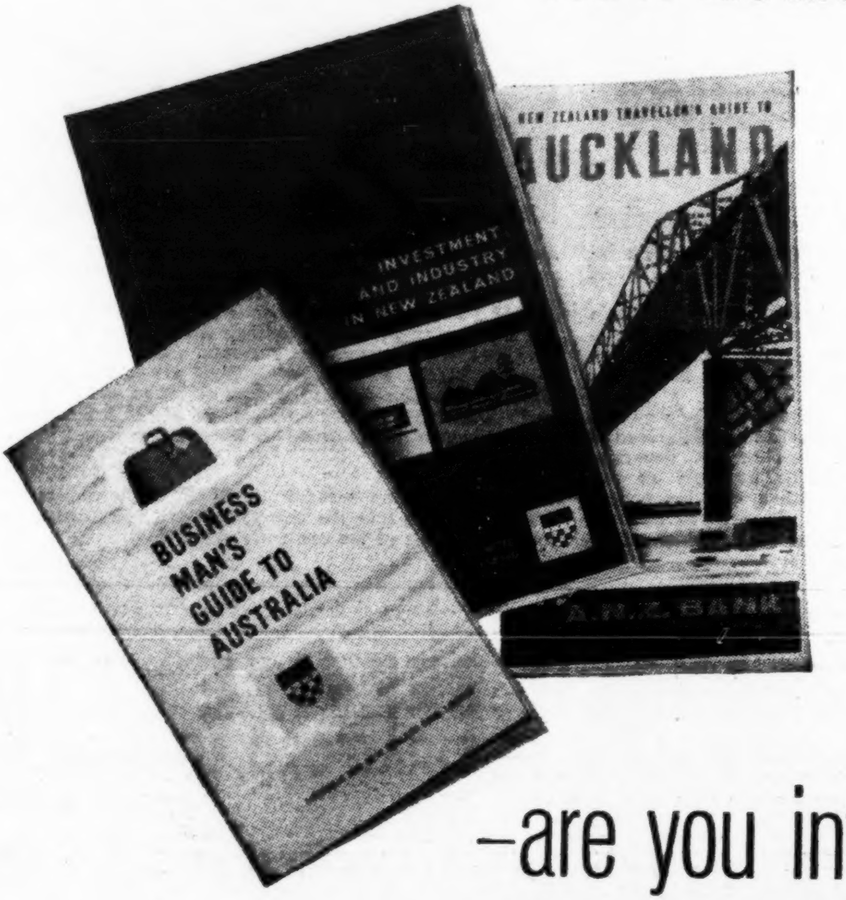
**Information** about Australia and New Zealand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# Government surplus sales by auction

## MINISTRY OF DEFENCE

<table>
<tr><th>1969</th><th>Stores</th><th>Location</th><th>Auctioneers</th></tr>
<tr><td>September 16</td><td>Miscellaneous stores</td><td>Command Ordnance Sub Depot, Reed Hall, Colchester</td><td>Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171)</td></tr>
<tr><td colspan="4">Machine tools including electric drills, 7 in. portable grinder, fly and roller presses, high speed bench drilling machine, pedestal drilling machine, 20-ton roller, Johnson 6-cwt. diesel operated pile driver; trolley mounted air compressor; fork lift trucks; concrete mixer; 50-ton trolley jacks; screw jacks; engineers and carpenters hand tools; vehicle spares; scientific instruments; pressure greasers; marquee wall poles; bivouac tents; unworn ankle boots; firemen's blue tunics; haversacks GS Mk. 7; khaki drill shorts; raincoats; greatcoats; denim blouses and trousers; battle dress trousers; khaki flannel shirts and bush jackets; cotton shirts and collars; combat smocks and trousers; photographic chemicals and components; miscellaneous kitchenware; furniture, etc.</td></tr>
<tr><td>Sept. 30-Oct. 1</td><td>Vehicles, technical equipment and miscellaneous stores</td><td>Regional Depot, RAOC, Hereford.</td><td>Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366).</td></tr>
<tr><td colspan="4"><b>Austin K2 vans; Thames ET6 5-ton and 504E 2-ton vans; Land Rovers; Austin Gipsy pick-ups; Morris Commercial vans and Minibuses; Brockhouse 10-cwt. two-wheeled trailers; fork lift trucks;</b> machine tools including lathes, drills milling machines, grinders, etc.; waveguides; bivouac tent canvases; tyres; charging sets; generators; amplifiers; delivery hose; electronic valves; Racal and other receivers; tape recorders; telephonic equipment; electric fans; copper friction plates; shovels; pick axes; screw drivers; jacks; vices; binoculars; watches; theodolites; compasses; photographic equipment; vests and drawers; blankets; greatcoats; ankle boots; battledress blouses and trousers; blue/grey raincoats; ground sheets and other clothing; large quantities haversacks; chairs; tables; wardrobes; carpets and other furniture; aircraft, wireless MT signal and electrical spares; also a large collection of miscellaneous stores.</td></tr>
<tr><td>October 8</td><td>Miscellaneous stores</td><td>TA & VR Centre, Meadowforth Road, Stirling</td><td>Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447).</td></tr>
<tr><td colspan="4">Aircraft spares; aircraft servicing trolleys; jib cranes; radar units; X-ray and medical equipment; photographic equipment; alternators; compressors; generators; machine tools; electronic test equipment; hydraulic test units, petrol driven; ball and roller bearings; electronic equipment and spares; pumps; lanterns; hand tools; BD trousers and blouses; carpets; miscellaneous clothing, furniture, textiles, etc.</td></tr>
<tr><td>October 14-17</td><td>Vehicles, road making equipment</td><td>Ordnance Storage and Disposal Depot, Ruddington, Notts.</td><td>Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).</td></tr>
<tr><td colspan="4">Saloons; estate cars; Land Rovers; trailers; tractors; trucks; coaches; cranes; commercial vans; scrapers; angledozers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.</td></tr>
</table>

**Catalogues of the above sales are obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).**

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## Statistics

**Symbols used in all statistical tables are:—**

| | |
|---|---|
| . . not available | r revised |
| – nil or less than half the final digit shown | * five week period |
| p provisional | ø fifty-three week period |

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

| | Gross Domestic Product (expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | Selected Components | | | | Total | Selected Components | | |
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index | 1963 | 1963 | 1963 | 1963 | 1963 | 1966 | 1963 | 1963 | 1963 | 1963 | 1963 | | | | |
| £m. in base year | 26,796 | | 21,788 | 20,195 | 20,195 | 11,372 | 4,917 | 1,055 | 1,020 | 944 | 1,752 | Series in £ million | | | |
| 1964 | 105 | 108 | 107 | 107 | 103 | . . | 116 | 113 | 119 | 124 | 113 | 665 | 411 | 91 | 50 |
| 1965 | 108 | 112 | 115 | 114 | 105 | . . | 121 | 124 | 118 | 127 | 119 | 418 | 262 | 49 | 45 |
| 1966 | 110 | 113 | 121 | 120 | 107 | 100 | 124 | 128 | 113 | 128 | 125 | 247 | 147 | 19 | 6 |
| 1967 | 111 | 114 | 125 | 126 | 109 | 101 | 132 | 124 | 121 | 138 | 143 | 155 | –39 | 10 | 11 |
| 1968 | 114 | 120 | 133 | 134 | 112 | 104 | 138 | 128 | 134 | 147 | 143 | 169 | –47 | 75 | 95 |
| 1967 | | | | | | | | | | | | | | | |
| 2nd quarter | 111 | 113 | 124 | 124 | 108 | 100 | 135 | 131 | 127 | 139 | 141 | 43 | –10 | –1 | 15 |
| 3rd quarter | 111 | 114 | 127 | 126 | 110 | 102 | 134 | 122 | 120 | 143 | 147 | –40 | –25 | 10 | –21 |
| 4th quarter | 111 | 116 | 128 | 129 | 112 | 104 | 132 | 120 | 119 | 139 | 146 | 68 | –30 | 22 | 2 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 118 | 131 | 134 | 115 | 105 | 137 | 120 | 131 | 145 | 149 | –68 | –100 | 5 | 49 |
| 2nd quarter | 112 | 119 | 133 | 130 | 108 | 102 | 134 | 120 | 125 | 150 | 141 | 65 | 24 | 22 | 1 |
| 3rd quarter | 114 | 120 | 134 | 134 | 111 | 103 | 137 | 128 | 134 | 147 | 139 | 42 | 7 | 10 | 5 |
| 4th quarter | 118 | 122 | 135 | 137 | 113 | 104 | 143 | 144 | 146 | 144 | 142 | 130 | 23 | 38 | 40 |
| 1969 | | | | | | | | | | | | | | | |
| 1st quarter | 114 | 122 | 139 | 138 | 111 | 102 | 130 | 121 | 128 | 136 | 135 | 133 | 125 | –7 | 13 |
| 2nd quarter | | 124 p | | | | 104 | | | | | | | | | –3 |
| 1969 | | | | | | | | | | | | | | | |
| February | | 122 | | | | 101 | | | | | | | | | |
| March | | 122 | | | | 102 | | | | | | | | | |
| April | | 123 p | | | | 104 | | | | | | | | | |
| May | | 124 p | | | | 103 | | | | | | | | | |
| June | | 125 p | | | | 104 | | | | | | | | | |
| July | | | | | | | | | | | | | | | |

| | Orders | | Prices and Costs | | | | | Labour | | | Trade | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end period) | Textiles and clothing industries: orders on hand (end period) | Retail price Index | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | Imports | Exports | |
| | | | Index† | % increase on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | | | | | | |
| | at 1958 prices | | | | | | | Mid-month or monthly average | | Quarter or quarterly average | At current prices | | |
| Base of index | Dec. 1958 | Apr. 1959 | 16 Jan. 1962 | | 1963 | 1963 | 31 Jan. 1956 | | | | 1963 | 1963 | series in |
| £m. in base year | | | | | | | | Series in thousands | | | 4,983 | 4,211 | £ million |
| 1964 | 162 | 124 | 107·0 | *3·3* | 103·9 | 101·9 | 148·6 | 361 | 221 | 24,567 | 114 | 105 | –399 |
| 1965 | 165 | 121 | 112·1 | *4·8* | 106·8 | 104·6 | 157·9 | 309 | 265 | 24,784 | 115 | 112 | – 91 |
| 1966 | 154 | 105 | 116·5 | *3·9* | 110·2 | 107·3 | 168·5 | 325 | 254 | 24,834 | 119 | 120 | 5 |
| 1967 | 143 | 114 | 119·4 | *2·5* | 108·4 | 108·2 | 175·3 | 515 | 175 | 24,475 | 129 | 119 | –399 |
| 1968 | 143 | 129 | 125·0 | *4·7* | 120·5 | 112·4 | 187·3 | 543 | 189 | 24,319 | 159 | 147 | –419 |
| 1967 | | | | | | | | | | | | | |
| 2nd quarter | 148 | 104 | 119·6 | *2·6* | 105·1 | 107·5 | 172·8 | 508 | 168 | 24,495 | 128 | 122 | –107 |
| 3rd quarter | 146 | 105 | 119·0 | *1·7* | 107·1 | 108·4 | 177·3 | 555 | 163 | 24,502 | 125 | 120 | – 21 |
| 4th quarter | 143 | 114 | 120·4 | *2·1* | 114·5 | 109·2 | 179·7 | 538 | 182 | 24,395 | 137 | 109 | –290 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 142 | 117 | 122·1 | *3·0* | 122·9 | 111·4 | 184·8 | 511 | 184 | 24,362 | 156 | 142 | –135 |
| 2nd quarter | 138 | 125 | 125·0 | *4·5* | 119·5 | 112·5 | 185·8 | 550 | 180 | 24,313 | 155 | 139 | –134 |
| 3rd quarter | 138 | 129 | 125·7 | *5·6* | 119·3 | 112·8 | 187·7 | 580 | 182 | 24,293 | 161 | 151 | – 73 |
| 4th quarter | 143 | 129 | 127·2 | *5·6* | 120·4 | 113·1 | 191·0 | 533 | 210 | 24,309 | 163 | 155 | – 77 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | 151 | 134 p | 129·7 | *6·2* | 122·3 | 114·1 | 194·6 | 499 | 206 | | 162 | 154 | – 20 |
| 2nd quarter | 154 p | 131 p | 131·8 | *5·4* | 124·2 p | 115·1 p | 195·4 | 527 | 195 | | 168 | 162 | |
| 1969 | | | | | | | | | | | | | |
| March | 151 | 134 p | 130·3 | *6·3* | 122·7 | 114·4 | 195·0 | 504 | 203 | | 163 | 155 | |
| April | 152 | 134 p | 131·7 | *5·5* | 123·7 | 114·8 | 195·1 | 519 | 199 | | 166 | 154 | |
| May | 154 p | 131 p | 131·5 | *5·3* | 123·9 | 115·1 | 195·4 | 518 | 196 | | 166 | 162 | |
| June | 154 p | 131 p | 132·1 | *5·3* | 124·9 p | 115·4 p | 195·7 | 543 | 191 | | 173 | 170 | |
| July | | | 132·1 | *5·3* | 125·0 p | 115·7 p | 196·6 | 577 | 186 | | 170 | 163 | |
| August | | | | | | | | 585 p | 192 p | | | | |

† Not seasonally adjusted.

UNITED KINGDOM TRADE

# Unit value and volume index numbers for July

BOTH THE IMPORT AND EXPORT unit value indices rose marginally in July but in neither case by enough to move the rounded indices. The terms of trade were unchanged.

There were further increases in the unit values of imports of non-ferrous metals, where copper prices have been rising sharply, and of finished manufactures. These were offset to some extent by a fall in the index for imported fuels which is now at its lowest level since July 1967; this is primarily due to a fall in freight rates on imported petroleum from the high levels to which they rose after the Middle East war. The increases in the indices for food, beverages and tobacco and basic materials although moving the rounded indices up by a point, were small. There were substantial falls in the unit values of fruit and vegetables (which are affected by seasonal factors) and textile fibres.

There has been little increase in the export unit value index

(*Continued on next page*)

**Table 1. United Kingdom import and export unit value index numbers (unadjusted)**

1961 = 100

| | Imports | | | | | Exports | | | | | | | | Terms of Trade† |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | Total | Non-manufactures | Manufactured goods | | | | | | |
| | | | | | | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other | |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 | |
| 1962 | 99 | 102 | 96 | 98 | 99 | 101 | 99 | 102 | 98 | 100 | 101 | 103 | 102 | 102 |
| 1963 | 103 | 111 | 97 | 97 | 101 | 104 | 103 | 104 | 100 | 102 | 102 | 106 | 104 | 101 |
| 1964 | 107 | 115 | 103 | 95 | 105 | 106 | 107 | 106 | 101 | 107 | 106 | 107 | 105 | 99 |
| 1965 | 107 | 113 | 102 | 90 | 109 | 108 | 104 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| 1966 | 109 | 114 | 103 | 84 | 114 | 112 | 102 | 114 | 106 | 111 | 119 | 114 | 113 | 103 |
| 1967 | 109 | 113 | 99 | 92 | 116 | 114 | 101 | 116 | 106 | 111 | 120 | 118 | 116 | 105 |
| 1968 | 121 | 120 | 107 | 107 | 135 | 123 | 106 | 126 | 113 | 115 | 130 | 128 | 128 | 102 |
| 1967 1st quarter | 108 | 115 | 100 | 82 | 116 | 114 | 102 | 116 | 106 | 112 | 119 | 117 | 116 | 105 |
| 2nd quarter | 107 | 114 | 99 | 81 | 114 | 114 | 101 | 116 | 106 | 113 | 119 | 118 | 116 | 106 |
| 3rd quarter | 108 | 111 | 97 | 100 | 115 | 115 | 101 | 117 | 107 | 111 | 120 | 119 | 116 | 106 |
| 4th quarter | 113 | 116 | 98 | 104 | 122 | 116 | 101 | 118 | 108 | 111 | 122 | 120 | 117 | 103 |
| 1968 1st quarter | 120 | 120 | 104 | 108 | 134 | 121 | 105 | 123 | 111 | 113 | 129 | 124 | 126 | 101 |
| 2nd quarter | 121 | 120 | 108 | 108 | 135 | 123 | 107 | 126 | 113 | 115 | 133 | 127 | 128 | 102 |
| 3rd quarter | 122 | 120 | 109 | 107 | 136 | 125 | 107 | 128 | 115 | 116 | 132 | 132 | 129 | 103 |
| 4th quarter | 123 | 122 | 110 | 106 | 137 | 126 | 108 | 129 | 116 | 117 | 131 | 132 | 130 | 102 |
| 1969 1st quarter | 124 | 123 | 112 | 104 | 138 | 127 | 110 | 130 | 117 | 120 | 134 | 133 | 130 | 103 |
| 2nd quarter | 125 | 124 | 115 | 102 | 141 | 127 | 111 | 130 | 118 | 122 | 135 | 132 | 130 | 102 |
| 1968 January | 119 | 120 | 102 | 107 | 132 | 120 | 103 | 122 | 109 | 112 | 128 | 124 | 125 | 101 |
| February | 120 | 120 | 104 | 108 | 134 | 121 | 106 | 123 | 113 | 113 | 129 | 124 | 126 | 101 |
| March | 121 | 120 | 105 | 108 | 137 | 121 | 106 | 124 | 113 | 114 | 131 | 124 | 127 | 100 |
| April | 122 | 120 | 107 | 108 | 137 | 122 | 107 | 124 | 113 | 114 | 132 | 125 | 128 | 100 |
| May | 121 | 120 | 108 | 108 | 134 | 122 | 107 | 125 | 113 | 114 | 133 | 126 | 127 | 101 |
| June | 121 | 120 | 109 | 108 | 133 | 125 | 105 | 128 | 113 | 116 | 132 | 132 | 129 | 104 |
| July | 122 | 120 | 109 | 108 | 135 | 125 | 107 | 128 | 115 | 116 | 132 | 132 | 129 | 103 |
| August | 122 | 120 | 109 | 107 | 136 | 125 | 107 | 128 | 115 | 116 | 132 | 132 | 129 | 103 |
| September | 123 | 121 | 110 | 107 | 137 | 125 | 107 | 128 | 115 | 116 | 132 | 132 | 129 | 102 |
| October | 123 | 122 | 110 | 106 | 137 | 125 | 107 | 128 | 116 | 117 | 132 | 132 | 129 | 102 |
| November | 123 | 122 | 110 | 106 | 136 | 126 | 108 | 129 | 116 | 117 | 131 | 132 | 129 | 103 |
| December | 124 | 123 | 111 | 105 | 138 | 126 | 108 | 129 | 115 | 117 | 131 | 133 | 131 | 102 |
| 1969 January | 124 | 123 | 111 | 105 | 138 | 127 | 110 | 130 | 117 | 120 | 133 | 133 | 130 | 103 |
| February | 123 | 123 | 112 | 104 | 137 | 127 | 109 | 130 | 117 | 119 | 134 | 133 | 130 | 103 |
| March | 124 | 122 | 113 | 103 | 138 | 128 | 111 | 130 | 117 | 120 | 135 | 133 | 130 | 103 |
| April | 125 | 124 | 114 | 103 | 139 | 127 | 111 | 130 | 117 | 121 | 134 | 133 | 130 | 102 |
| May | 126 | 124 | 116 | 101 | 141 | 127 | 112 | 130 | 118 | 122 | 135 | 132 | 131 | 102 |
| June | 126 | 124 | 115 | 101 | 142 | 128 | 112 | 130 | 118 | 122 | 136 | 132 | 131 | 101 |
| July | 126 | 125 | 116 | 100 | 143 | 128 | 113 | 130 | 117 | 122 | 137 | 132 | 131 | 101 |

† Export Unit Value Index as a percentage of the Import Unit Value Index.

## VALUE AND VOLUME INDEX NUMBERS, *continued*

during this year. The slight increase in July brought the index to only about half of one per cent above its January level. The only broad groups to show much rise during the year have been non-manufactures and metals and these were the main causes of the increase in July. There were widespread small increases in the unit values of non-manufactured goods; the rise in the metals index in July was caused by price rises for non-ferrous metals, in particular copper.

The volume of imports (seasonally adjusted) and excluding United States military aircraft fell by 3 per cent in July from the high June level. The indices for all the main groups fell, the largest drop being for food, beverages and tobacco, where the volume of imports in June was particularly high.

The volume of exports (on a seasonally adjusted basis) fell by nearly 5 per cent but this was from an exceptionally high level in June; the index for July was higher than in any other earlier month. Much of the fall in July was due to a sharp drop in the index for machinery and transport equipment. Chemicals, for which the volume of exports has risen substantially in recent months, was the only commodity group to show a rise in July.

**Notes:**

(a) The volume index numbers for exports do not include any allowance for under-recorded exports (see *Board of Trade Journal* of June 18, 1969).

(b) This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963: an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

**Table 2. United Kingdom import and export volume index numbers (unadjusted)**

1961 = 100

| | Imports | | | | | Exports | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | Total | Non-manufactures | Manufactured goods | | | | | |
| | | | | | | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 79 | 7 | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 |
| 1962 | 103 | 104 | 96 | 112 | 103 | 102 | 110 | 101 | 107 | 99 | 100 | 100 | 102 |
| 1963 | 107 | 102 | 101 | 119 | 112 | 108 | 120 | 106 | 113 | 101 | 100 | 107 | 110 |
| 1964 | 119 | 104 | 108 | 128 | 136 | 111 | 115 | 111 | 126 | 105 | 102 | 107 | 123 |
| 1965 | 120 | 102 | 107 | 140 | 137 | 117 | 121 | 117 | 131 | 104 | 109 | 114 | 128 |
| 1966 | 122 | 101 | 102 | 154 | 146 | 121 | 128 | 120 | 139 | 97 | 105 | 120 | 134 |
| 1967 | 132 | 104 | 101 | 165 | 168 | 119 | 131 | 118 | 148 | 94 | 108 | 112 | 136 |
| 1968 | 146 | 107 | 111 | 176. | 195 | 136 | 151 | 135 | 169 | 109 | 120 | 129 | 158 |
| 1967 1st quarter | 134 | 106 | 98 | 180 | 167 | 128 | 135 | 127 | 155 | 101 | 113 | 124 | 143 |
| 2nd quarter | 135 | 107 | 101 | 162 | 176 | 127 | 135 | 127 | 163 | 98 | 119 | 124 | 136 |
| 3rd quarter | 126 | 100 | 104 | 150 | 156 | 112 | 123 | 111 | 140 | 86 | 103 | 102 | 140 |
| 4th quarter | 136 | 106 | 105 | 178 | 170 | 109 | 128 | 106 | 132 | 89 | 97 | 99 | 126 |
| 1968 1st quarter | 149 | 116 | 109 | 171 | 198 | 135 | 142 | 135 | 168 | 105 | 118 | 132 | 153 |
| 2nd quarter | 144 | 104 | 112 | 186 | 189 | 134 | 139 | 134 | 174 | 105 | 121 | 130 | 147 |
| 3rd quarter | 143 | 102 | 114 | 175 | 191 | 132 | 154 | 130 | 165 | 108 | 115 | 119 | 167 |
| 4th quarter | 147 | 110 | 111 | 180 | 196 | 143 | 168 | 140 | 169 | 118 | 124 | 132 | 169 |
| 1969 1st quarter | 148 | 106 | 109 | 198 | 198 | 136 | 136 | 137 | 166 | 111 | 112 | 131 | 175 |
| 2nd quarter | 152 | 107 | 108 | 186 | 215 | 153 | 157 | 154 | 188 | 122 | 124 | 153 | 180 |
| 1968 January | 157 | 125 | 118 | 179 | 201 | 131 | 154 | 129 | 157 | 100 | 112 | 129 | 140 |
| February | 143 | 109 | 107 | 165 | 191 | 136 | 135 | 138 | 164 | 109 | 120 | 135 | 160 |
| March | 148 | 114 | 103 | 170 | 201 | 137 | 136 | 139 | 181 | 108 | 124 | 133 | 158 |
| April | 143 | 104 | 111 | 188 | 185 | 131 | 123 | 134 | 170 | 101 | 122 | 128 | 154 |
| May | 159 | 116 | 121 | 199 | 211 | 136 | 136 | 137 | 177 | 110 | 123 | 139 | 130 |
| June | 129 | 91 | 103 | 169 | 171 | 133 | 156 | 131 | 176 | 103 | 119 | 122 | 157 |
| July | 154 | 108 | 120 | 191 | 209 | 139 | 149 | 139 | 163 | 113 | 123 | 136 | 159 |
| August | 143 | 100 | 118 | 171 | 191 | 129 | 157 | 126 | 155 | 102 | 115 | 111 | 176 |
| September | 132 | 96 | 103 | 163 | 175 | 129 | 157 | 125 | 175 | 107 | 106 | 111 | 164 |
| October | 156 | 119 | 116 | 196 | 206 | 135 | 157 | 133 | 159 | 112 | 115 | 122 | 177 |
| November | 149 | 111 | 106 | 162 | 209 | 158 | 184 | 155 | 183 | 126 | 143 | 146 | 189 |
| December | 137 | 100 | 111 | 182 | 175 | 136 | 163 | 132 | 165 | 116 | 114 | 130 | 139 |
| 1969 January | 159 | 114 | 123 | 211 | 206 | 139 | 141 | 140 | 166 | 114 | 115 | 134 | 176 |
| February | 138 | 95 | 100 | 189 | 189 | 130 | 132 | 131 | 164 | 106 | 106 | 123 | 165 |
| March | 148 | 110 | 105 | 194 | 201 | 139 | 134 | 142 | 168 | 112 | 115 | 135 | 183 |
| April | 152 | 113 | 107 | 188 | 209 | 143 | 152 | 143 | 182 | 112 | 115 | 135 | 186 |
| May | 155 | 102 | 108 | 192 | 227 | 157 | 163 | 158 | 195 | 132 | 133 | 163 | 154 |
| June | 149 | 106 | 108 | 179 | 209 | 159 | 156 | 162 | 189 | 122 | 124 | 161 | 200 |
| July | 159 | 108 | 115 | 191 | 227 | 156 | 146 | 160 | 194 | 119 | 129 | 157 | 194 |

(*Continued on page* 681)

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## VALUE AND VOLUME INDEX NUMBERS, *continued*

**Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)** 1961 = 100

| | Imports | | | | | | | Exports | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Total excl. US military aircraft, etc. | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | | Total | Non-manufactures | Manufactured goods | | | | | |
| | | | | | | Total | Excl. US military aircraft, etc. | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other |
| Section or Division | | | 0 and 1 | 2 and 4 | 3 | | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 79 | 7 | |
| Weights | 1,000 | | 327 | 222 | 106 | | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 |
| 1967 1st quarter | 132 | 132 | 105 | 97 | 172 | 165 | 164 | 129 | 142 | 127 | 157 | 103 | 118 | 121 | 144 |
| 2nd quarter | 134 | 133 | 108 | 102 | 158 | 170 | 166 | 123 | 136 | 122 | 157 | 97 | 113 | 116 | 135 |
| 3rd quarter | 128 | 126 | 102 | 102 | 153 | 159 | 157 | 119 | 130 | 119 | 147 | 90 | 110 | 112 | 141 |
| 4th quarter | 135 | 134 | 102 | 105 | 181 | 175 | 172 | 106 | 117 | 105 | 133 | 85 | 93 | 100 | 125 |
| 1968 1st quarter | 146 | 144 | 114 | 109 | 162 | 195 | 191 | 135 | 147 | 134 | 166 | 106 | 122 | 129 | 151 |
| 2nd quarter | 143 | 141 | 105 | 112 | 178 | 185 | 179 | 130 | 139 | 130 | 169 | 104 | 117 | 123 | 147 |
| 3rd quarter | 147 | 144 | 105 | 112 | 180 | 197 | 190 | 139 | 162 | 138 | 171 | 111 | 122 | 130 | 167 |
| 4th quarter | 148 | 144 | 106 | 111 | 184 | 202 | 190 | 141 | 155 | 140 | 169 | 114 | 120 | 134 | 168 |
| 1969 1st quarter | 146 | 142 | 104 | 110 | 191 | 195 | 185 | 139 | 142 | 138 | 169 | 115 | 118 | 129 | 175 |
| 2nd quarter | 150 | 146 | 110 | 108 | 180 | 208 | 195 | 146 | 156 | 148 | 178 | 120 | 118 | 144 | 179 |
| 1968 January | 141 | 140 | 114 | 102 | 160 | 186 | 183 | 138 | 167 | 134 | 165 | 106 | 120 | 131 | 147 |
| February | 149 | 147 | 112 | 116 | 163 | 202 | 197 | 135 | 135 | 135 | 162 | 108 | 122 | 130 | 155 |
| March | 147 | 146 | 116 | 109 | 163 | 196 | 193 | 133 | 138 | 133 | 172 | 104 | 123 | 125 | 151 |
| April | 144 | 143 | 107 | 115 | 175 | 184 | 180 | 130 | 129 | 130 | 164 | 100 | 118 | 125 | 150 |
| May | 146 | 144 | 109 | 113 | 171 | 194 | 186 | 130 | 134 | 130 | 170 | 107 | 114 | 126 | 139 |
| June | 137 | 136 | 100 | 108 | 190 | 177 | 172 | 130 | 153 | 129 | 172 | 106 | 119 | 120 | 152 |
| July | 148 | 147 | 107 | 113 | 186 | 196 | 192 | 135 | 155 | 134 | 164 | 108 | 118 | 130 | 152 |
| August | 147 | 143 | 105 | 111 | 177 | 201 | 189 | 141 | 174 | 138 | 168 | 109 | 128 | 127 | 174 |
| September | 145 | 143 | 103 | 113 | 176 | 196 | 190 | 142 | 156 | 142 | 181 | 115 | 119 | 133 | 176 |
| October | 147 | 145 | 108 | 112 | 188 | 194 | 190 | 138 | 153 | 137 | 163 | 111 | 116 | 131 | 174 |
| November | 151 | 143 | 104 | 109 | 174 | 216 | 192 | 146 | 159 | 145 | 174 | 114 | 129 | 139 | 172 |
| December | 146 | 143 | 105 | 113 | 191 | 197 | 187 | 138 | 155 | 138 | 171 | 115 | 116 | 134 | 158 |
| 1969 January | 144 | 141 | 103 | 108 | 190 | 190 | 179 | 144 | 149 | 142 | 171 | 120 | 122 | 133 | 182 |
| February | 147 | 143 | 101 | 111 | 192 | 202 | 189 | 135 | 138 | 134 | 171 | 111 | 114 | 125 | 166 |
| March | 146 | 144 | 108 | 111 | 190 | 194 | 187 | 139 | 141 | 139 | 166 | 113 | 118 | 131 | 178 |
| April | 149 | 145 | 113 | 109 | 177 | 201 | 192 | 140 | 159 | 138 | 172 | 111 | 112 | 129 | 178 |
| May | 147 | 141 | 101 | 104 | 174 | 211 | 193 | 144 | 156 | 145 | 180 | 125 | 118 | 142 | 168 |
| June | 155 | 151 | 115 | 113 | 189 | 211 | 201 | 155 | 155 | 161 | 183 | 125 | 124 | 161 | 192 |
| July | 151 | 147 | 108 | 108 | 184 | 210 | 197 | 147 | 149 | 149 | 189 | 113 | 119 | 145 | 182 |

## Gold and convertible currency reserves during August

HM TREASURY announce that after debt servicing payments of £15 million, the gold and convertible currency reserves fell by £25 million during August to stand at £1,007 million at the end of the month.

## New companies registered in Northern Ireland

IN THE MONTH of July 1969 29 private companies with a total nominal capital of £187,600 were registered in Northern Ireland.

During the period January-July 1969 179 companies with a total nominal capital of almost £1,302,000 were registered as compared with 186 companies with a total nominal capital of almost £3.054.000 in the same perod of 1968.

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| Deposits | 112,160,000 | 130,850,000 | 314,050,000 |
| Total Assets | 160,380,000 | 187,110,000 | 449,000,000 |

1 Jordan Dinar (1 J.D.) = £1 :3 :6 = U.S.$2.80

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# EFTA trade in first half of 1969

### Total trade

ACCORDING TO FIGURES released by the EFTA Secretariat in Geneva all EFTA countries recorded very large increases in exports. British exports were 12·5 per cent higher than in the first half of 1968, while imports rose only 5·9 per cent. The other two EFTA countries which devalued in the autumn of 1967, Denmark and Finland, both achieved increases in exports of about 16 per cent between the first halves of 1968 and 1969, but their imports showed an even greater rise. A 19 per cent rise in Norway's exports was the highest rate of growth achieved in total trade by any EFTA country.

Taking into account the c.i.f. valuation of imports, EFTA total exports and imports nearly balanced.

Seasonally adjusted figures show steadily rising growth through the first six months of 1969. Both imports and exports rose 1·2 per cent in the first quarter, but exports moved ahead in the second quarter rising 2·7 per cent, compared with 2·2 per cent for imports. The seasonally adjusted increases of 1·7 per cent in exports and 1 per cent in imports between May and June were the highest attained so far this year.

### Intra-EFTA trade

Trade between the eight EFTA countries represented 26 per cent of EFTA's total exports. In the first six months of 1969 Portugal's exports to her partners increased most, compared with the corresponding period of 1968, i.e. by 24 per cent. Finland and the United Kingdom were the only two countries to increase their exports to EFTA partners more than to the EEC. All, except Norway, increased their imports from their partners more than from the EEC. Norway's imports from EFTA fell by 3·7 per cent.

British exports to Switzerland rose by almost 50 per cent and to all other EFTA members, except Norway and Sweden, by over 20 per cent. United Kingdom imports from EFTA countries rose relatively little.

Seasonally adjusted, intra-EFTA trade (measured by exports) rose by 2·6 per cent between the last quarter of 1968 and the first quarter of 1969 and by 3 per cent between the first and second quarters of 1969. In June intra-EFTA trade (seasonally adjusted) was 1·2 per cent higher than in May.

### Trade with the EEC

All EFTA countries achieved high rates of growth in their exports to the EEC, the lowest being a 14·6 per cent rise in the case of the United Kingdom. Imports from the EEC rose 9·4 per cent, and Denmark and Finland imported nearly 20 per cent more from the EEC than in the first six months of 1968. Sweden's and Switzerland's imports rose 14 and 13 per cent. British imports from the EEC only increased 2·3 per cent and were responsible for the lower EFTA average.

Seasonally adjusted data show a rise of 3·6 per cent in EFTA exports to the EEC between the first and second quarters of 1969, while imports increased by 1·9 per cent. In June exports were 1·2 per cent higher and imports 1·0 per cent higher than in May.

### Trade with the United States

Virtually no change in United Kingdom exports and a fall of 4 per cent in Sweden's were responsible for the low EFTA average increase in exports of only 2·8 per cent, as compared with the first half of 1968. However, Austria, Denmark and Finland all recorded large increases in their exports to the United States. The 10·6 per cent increase in EFTA imports from the United States was mainly due to a 12 per cent rise in United Kingdom imports, which account for over half of this trade. Austrian and Portuguese imports from the United States fell.

The slow growth of EFTA exports to the United States mainly occurred in the first quarter of 1969, as seasonally adjusted figures show a fall of 2 per cent from the last quarter of 1968 while the increase from the first to the second quarter of 1969 was 1·4 per cent. Seasonally adjusted, imports rose 0·7 per cent in the first quarter and 1·4 per cent in the second quarter. In June exports increased by 1·8 and imports by 2·7 per cent over May.

### Trade with the rest of the World

EFTA trade with the rest of the world (i.e. with all areas except the EEC, the United States and EFTA itself) is largely determined by the United Kingdom, which accounts for over 60 per cent of this commerce. In the first half of 1969 EFTA exports to the rest of the world rose 14·8 per cent, with Denmark, Norway and Sweden recording increases of over 20 per cent. Imports were 5.9 per cent higher. Austria, Denmark and Switzerland all increased their imports from these areas considerably, while those of Norway and Portugal fell.

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# Production of man-made fibres in July

TOTAL PRODUCTION by weight of man-made fibres in July was 6 per cent less than in July 1968. Output of continuous filament was at the same level and staple fibre was 11 per cent less.

**Man-made fibre production** Million lb. (†)

| | Total | Continuous filament (singles) | Staple fibre |
|---|---|---|---|
| 1964 | 825·2 | 378·1 | 447·1 |
| 1965 | 862·1 | 396·4 | 465·7 |
| 1966 | 881·6 | 411·4 | 470·2 |
| 1967 | 955·1 | 438·4 | 516·7 |
| 1968 | 1,188·6 | 533·0 | 655·7 |
| 1968 1st quarter | 292·5 | 133·9 | 158·6 |
| 2nd quarter | 298·4 | 135·1 | 163·3 |
| 1969 1st quarter | 312·8 | 143·9 | 168·9 |
| 2nd quarter | 316·8 | 142·6 | 174·2 |
| 1968 May | 103·5 | 46·4 | 57·2 |
| June | 95·3 | 43·3 | 52·0 |
| July | 98·7 | 42·9 | 55·7 |
| 1969 May | 109·9 | 49·9 | 60·0 |
| June | 102·2 | 46·4 | 55·9 |
| July | 92·5 | 43·0 | 49·5 |

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

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**26 September—5 October '69**

**Any help or advice required during this time in connection with international trade will be given gladly by our representative, Mr. W. Cronk, Assistant Chief Manager of our Overseas Branch, London: you can contact him at the Imperial Hotel, Tokyo (tel. 591 3141).**

If you expect to be in Tokyo for the Week and need assistance *before* you travel, we invite you to get in touch with Mr. Cronk in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

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# Registrations of British and Foreign Films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 5, 1969. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | | BRITISH | |
| On the Run | Br/E 34272 | 57 | September 2 | Children's Film Foundation Ltd. | Derick Williams Productions Ltd., for Children's Film Foundation Ltd. |
| All at Sea | Br/E 34273 | 60 | September 2 | " " | Anvil Film and Recording Group Ltd., for Children's Film Foundation Ltd. |
| Mining Review No. 1 – 23rd Year | Br/E 34274 | 10 | September 2 | Data Film Distributors Ltd. | National Coal Board |
| Movietone News 2100 | Br/E 34299 | 7 | September 5 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2100A | Br/E 34300 | 7 | September 5 | " " " | " " |
| Pathe News 69-71 | Br/E 34351 | 7 | September 5 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| Pathe News 69-72 | Br/E 34352 | 7 | September 5 | " " | " " |
| | | | | FOREIGN | |
| Ice Station Zebra | F 34271 | 145 | September 2 | Metro-Goldwyn-Mayer Pictures Ltd. | Filmways Inc. |
| Justine | F 34275 | 116 | September 3 | Twentieth Century-Fox Film Co. Ltd. | Berman-Century Productions |
| The Bold Eagle | F 34276 | 5 | September 3 | " " " | Terrytoons Inc. |
| Apollo 8 – Journey Around the Moon | F 34277 | 27 | September 3 | Columbia Pictures Corp. Ltd. | United States Information Service |
| Easy Rider | F 34278 | 95 | September 3 | " " | Raybert Productions Inc. |
| The World of Man | F 34279 | 15 | September 3 | " " | Fisher-Collyer Associates |
| Goodbye Columbus | F 34280 | 102 | September 4 | Paramount Pictures (U.K.) Ltd. | Willow Tree Productions Inc. |
| Dream Girl | F 34386 | 13 | September 4 | Antony Balch Films Ltd. | Saga Film A.B., Stockholm |

## Cinema admissions and takings in June

DURING June, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 3.50 million and the weekly average of gross box office takings was £0.93 million.

## British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended July 26, 1969:

Distributors' earnings submitted:

| | £ | £ |
|---|---|---|
| High cost films | 285,417 | |
| Low cost films: | | |
| Eligible (after multiplying by 2½) | 30,768 | |
| Not eligible for 2½ times rental | 6,843 | |
| | | 323,028 |
| Films of less than 3,000 ft. (after multiplying by 2½) | | 18,568 |
| | | £341,596 |
| Levy collection paid to Agency by HM Customs and Excise to August 4, 1969 together with an estimate of collections approximately covering entertainments for four weeks ended July 26, 1969 | | £235,300 |

The ninth interim allocation for the twelth distribution period will be at the rate of 40 per cent.

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*Inquiries concerning the insertion of advertisements in the* Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext*, 6147).

## Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

**Production Series:**

**Monthly at £1 a year post free:**
- *Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for June* 1969
- *Pottery and Electrical Ware for June* 1969
- *Clothing for June* 1969
- *Paper and Paper-making Materials for June* 1969
- *Paper and Film Bags for June* 1969
- *Boxes, Cartons and Fibre Board Packing Cases for June* 1969

**Quarterly at 7s. 6d. a year post free:**
- *Gloves and Mittens for Second Quarter* 1969
- *Lace for Second Quarter* 1969
- *Polishes for Second Quarter* 1969
- *Floorcoverings for Second Quarter* 1969
- *Safety-razor Sets and Blades for Second Quarter* 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* on September 3, on page 599.

**Miscellaneous Series:**

**Monthly at £5 5s. a year post free:**
- *Motor Vehicle Registrations for July* 1969

**Civil Aviation Series:**
- *Airlines Monthly for April* 1969

A complete list of titles in the Civil Aviation Series is as follows:
- *Airport Activity* (*M*)
- *Air Passengers* (*M*)
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- *Airlines* (*M*)
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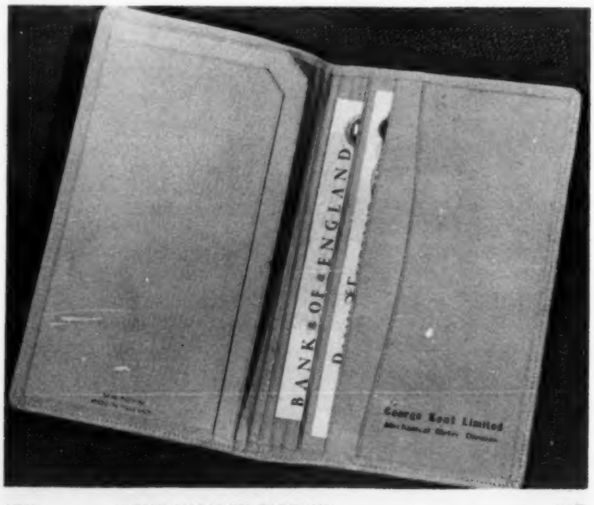
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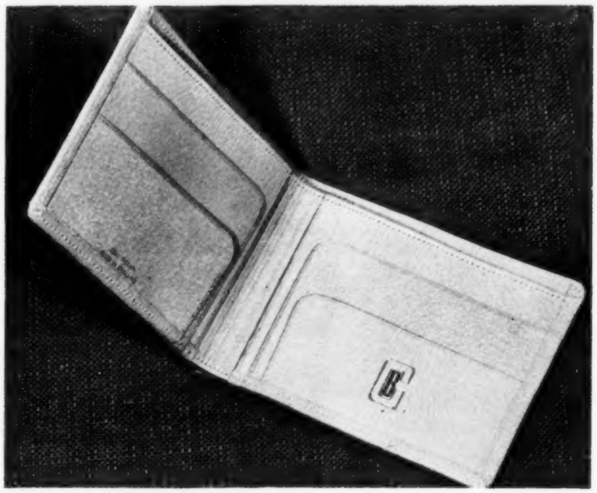

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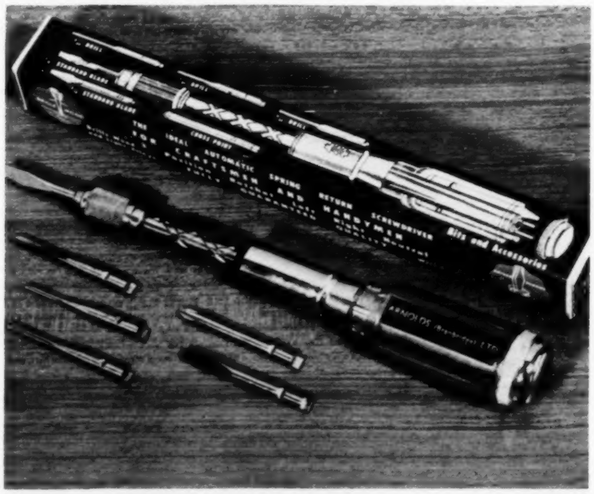
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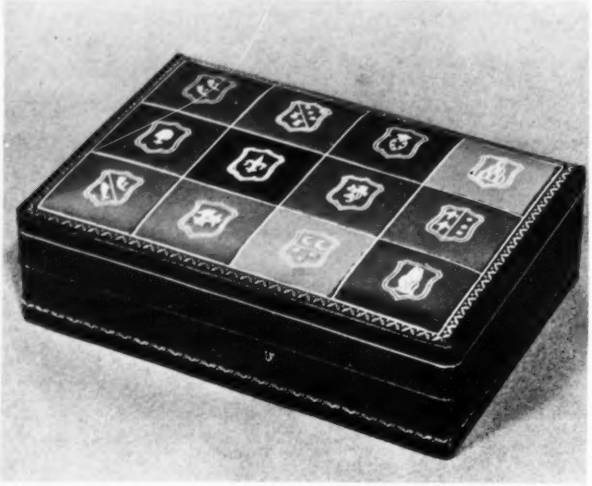

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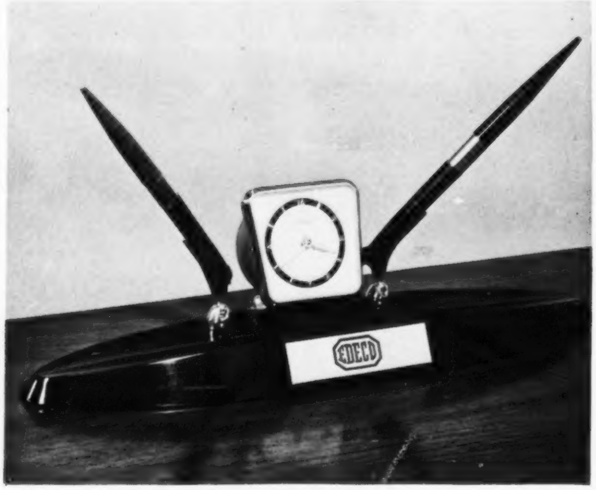

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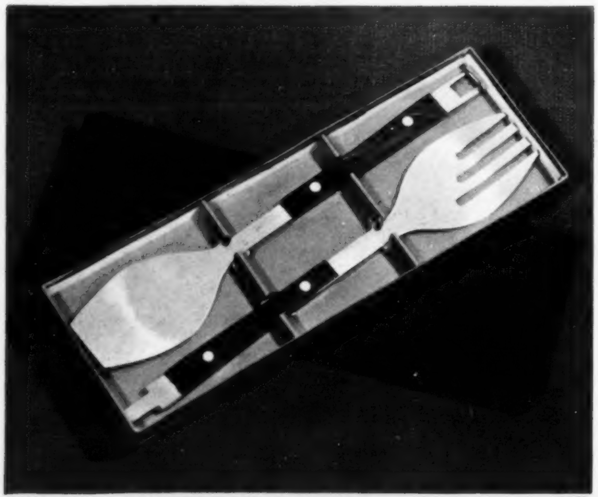

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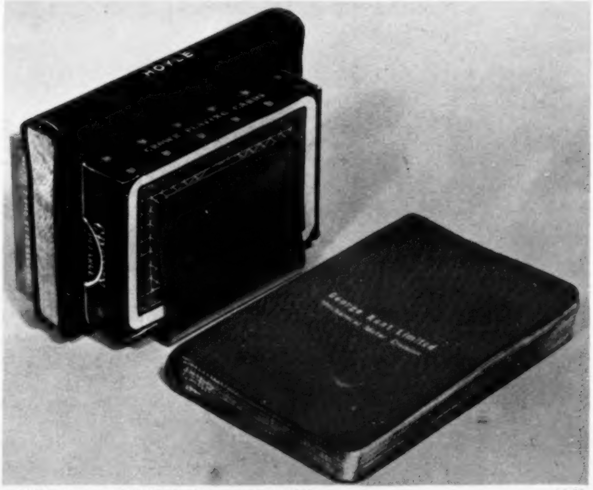

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## Exhibitions and Fairs

# *'Best ever' Men's Fashion Week*

**by G. Brook, First Secretary (Commercial), British Embassy, Bonn**

THE 16TH International Men's Fashion Week, held from August 22-24, was, in the opinion of buyers and exhibitors alike, the 'Best Ever.' The event, at which 628 firms exhibited (including 241 foreign firms from 24 countries), attracted a record 29,750 trade buyers including 10,550 foreign buyers from 51 countries. These attendance figures showed an increase of 34 per cent in German buyers and no less than 41 per cent in foreign visitors, who were mostly from non-common market countries.

### Largest foreign exhibitor

The United Kingdom with 67 direct exhibitor and 10 additional represented firms were by far the largest foreign group, followed by France with 31 firms and Holland with 20. The Argentine, Bulgaria, Ireland, Canada, Portugal, Spain and South Africa were represented for the first time.

TheClothing Manufacturers' Federation with 42 firms and the British Men's Wear Guild with 18 firms, mounted adjacent displays in collaboras tion with the Board of Trade under the joint venture scheme. The functional and attractive design of both group stands (the work of the COI) was highly praised by many buyers, who considered them to be the best in the exhibition.

### Excellent sales

The merchandise exhibited by members of the Clothing Manufacturers' Federation ranged from traditional menswear over the most 'wayout' gear to paper underpants for men. The CMF stand was a hive of activity from the opening hours of the fair, and by the afternoon of the second day firm orders worth over £100,000 had been booked. Sales by this group were mainly to EFTA countries. The United States and Canada, and a number of firms reported growing interest in men's fashion wear from the rather conservative EFTA countries. The United States and Canada, and a number of firms reported growing interest in men's fashion wear from the rather conservative German retail trade. Finnish retailers placed orders for the special promotion of British menswear to be held in that country next year. Generally speaking, the higher the fashion, the better it sold, and the CMF stand is clearly a magnet for those buyers seeking the most modern in menswear.

Mr. Lester of Scott Lester Ltd. (6s. scarves to £200 fur coats) described sales as 'absolutely fantastic.' He took an order worth U.S.$80,000 before the Fair even opened, and buyers were still placing orders as samples were being packed away after the Fair closed. Scott Lester's turnover at Cologne Fairs has increased three-fold in three years. Welch, Margetson and Company's sales were twice those achieved at last year's fair. Mr. L. Davies of D.P.T. (Wear) Ltd. showing at Cologne for the fifth time, was again able to report an increase in turnover which has grown with each exhibition. The Hatton chain company's potential 'best seller', disposable underpants for men attracted world-wide interest and was featured on German television. Mr. Herbert Keith of the Grafton Clothing Company commented that through exhibiting at this event he had built up an export business in two years with the United States, Sweden, Denmark, Norway and Switzerland which accounted for 50 per cent of his turnover. Two first-time exhibitors at Cologne, S. Gore and Rome, felt that a very good exhibition had produced wonderful contacts.

### Impressive export record

The 18 members of the British Menswear Guild exhibited at Cologne for the third time, and the International Men's Fashion Week has become an established part of their overseas marketing campaign. Although the exhibition

*(Continued on next page)*

# *Lord Brown to visit Essen Welding & Cutting Fair*

LORD BROWN, Minister of State, Board of Trade, is to visit the Essen Welding and Cutting Fair on Saturday, September 20. Staged at the Fair Grounds, Gruga Park, Essen, this important international event will run from September 20-28.

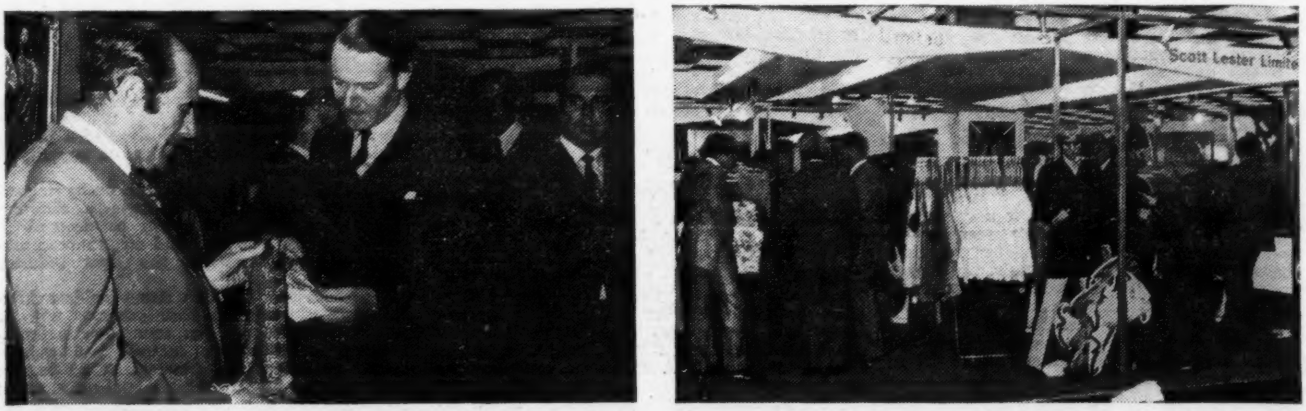
Some 28 British firms will be taking part as members of the joint venture group organized for the first time at this particular event by the Board of Trade together with the British Electrical and Allied Manufacturers Association (BEAMA) in which a wide range of British welding machines, components and associated equipment for industrial use will be on display. The group will occupy a total net stand area of 1,731 square metres (18,600 square feet) using the whole of one end of Hall 10 – the overall event occupying all 12 halls of the Essen Fair.

Organized by the German Association for Welding Engineering (Deutscher Verband für Schweisstechnik e.V.) in conjunction with the Essen Fair Company which runs the fair complex in Essen, the 1969 event will see a considerable increase in the size of the British participation from four firms at the last fair in 1965 to 28 this year, and it is expected to attract well over the 87,100 visitors who attended the 1965 event.

### Important meeting point

One of the leading international exhibitions in this particular field of engineering and the only European promotion catering exculsively for it, the 1969 Essen Welding and Cutting Fair will serve as an important meeting point for buyers and technicians from both Europe and the United States. More important for United Kingdom exporters is that the German market in 1969 offers a price advantage for foreign firms created by the temporary 4 per cent reduction in German taxation on imports.

It is hoped that the quality of the British products together with the measures taken by the German Government to encourage imports will combine to make this a successful occasion for British participants.



*Left: Mr. F. Brooks, HM Minister, British Embassy, Bonn (centre), examines a cravat from the Spring 1970 range of Michelsons Ltd. at the Cologne International Men's Fashion Week. Right: Scott Lester Ltd.'s stand was a hive of activity throughout the Week. The firm booked a large American order before the fair even opened, and customers were still placing orders as samples were being packed for return to the United Kingdom.*

MEN'S FASHION WEEK, *continued*

for this group of firms is less a selling exercise than an occasion for the initial presentation of new ranges to their world-wide customers, Mitchelsons, Bonsoir and Byfords all booked firm orders considerably in excess of those taken at the 1968 fair. Other companies, notably Daks, Simpson, Aquascutum, Rodex and Chester Barrie, reported extremely useful new international contacts which should result in valuable business later. Many of the Guild members used the opportunity afforded by the men's Fashion Week to hold a sales conference for their European agents in preparation for the forthcoming Spring/Summer 1970 selling season. Although the United States continues to be the largest single market for Guild members, considerable advances have been made in Europe and visitors to the Guild stand at Cologne included contingents from Scandinavia, Switzerland, Portugal, Belgium, Austria, Holland and Germany, as well as the United States, Canada and South America. Indications at present are that BMG members' export sales for 1969 will be in the region of 15 per cent higher than the 1968 figure of £12½ million.

### Multilateral trading opportunities

The impressive foreign exhibitor and buyer statistics are proof enough of the truly international character of what is recognized to be the leading fair in its field in Europe. The main attraction of the International Men's Fashion Week to foreign clothing manufacturers is the outstanding opportunity which it affords for multilateral trading. Although German domestic consumption of men's and boys' clothing (including shirts and knitwear) was estimated at DM.5,000 million. Last year with imports 30 per cent up to a record of DM.377 million, it continues to be an extremely difficult market for those exporting to countries outside the common market, eastern bloc and low-cost Far East areas. The first half of 1969 saw an astronomical increase of 75 per cent in German menswear imports to DM.265 million (1968 – DM.151 million) of which DM.51 million was accounted for by job work and commission finishing done outside Germany. Main foreign suppliers in this period were Italy (DM.46 million), Hong Kong (38), Belgium-Luxembourg (25), Holland (14), United States (16), Yugoslavia (15) and France (12). Imports from Eastern Bloc countries (excluding East Germany) rose by 60 per cent last year to DM.121 million, and are expected to double in 1969 following quota increases. The sharp rise in overall imports in the first six months of this year took place against the background of a production increase of 16 per cent by the large (100,000 employees) and up-to-date German menswear industry, whose own 1968 exports were 26 per cent up to DM.217 million, mainly to Holland, France, Belgium, Luxembourg· Switzerland and Austria.

British menswear manufacturers whose products offer style, quality or other advantages over those of German and other foreign manufacturers will find the German market an open, albeit a discerning and competitive one. There is no doubt, however, that almost all the British business done at Cologne will continue to be with third countries.

Main buyer interest at the fair under review was concentrated on fashionable wear for the Spring/Summer 1970 season. The successful consumer acceptance of last year's men's outer wear fashion shades created by the German Institute for men's fashion encouraged an even greater number of manufacturers to feature prominently the Institute's Spring/Summer 1970 fashion shades 'lagoon,' 'dune,' and 'beach' in their sample ranges. Some firms reported that up to 70 per cent of forward orders were in these colours. (German shade cards can be examined in the Export Services Branch library of the Board of Trade.)

The offering of casual wear was larger than ever, and it is interesting to note that an estimated 25 per cent of expenditure on men's clothing now goes on casual wear, which is to be the subject of a new and separate exhibition at Cologne in February of next year. A lively demand is reported for blazers, especially in DB styles with side vents, and for sports jackets and sports trousers. Apparently, very few follow-up orders for outer wear were placed for the coming Autumn/Winter season. Coloured shirts continued to consolidate their position of popularity and accounted for about 60 per cent of orders placed. Favourite shades were those produced to match the outerwear fashion colours, especially blue and salmon pink with 'rosewood' and 'linden' tipped for popularity later. For casual shirts the trend to knitted and Terry materials in stronger colours continues.

### German textile retail trade

The firm price situation quoted by German manufacturers was confirmed by a spokesman, for the German Textile Retailers Association who further commented that, contrary to the forecasts of the Federal Ministry of Economics. The textile retail trade does not anticipate either price or turnover increases for the Autumn/Summer 1970 season. The past year has seen a satisfactory growth in textile retail turnover following the period of recession from which it recovered more slowly than other consumer goods sectors. The spokesman further commented that the extremely keen retail prices quoted during and following the recession have made consumers very price-conscious, and despite the availability of more money. the public is not prepared to pay above certain limits for clothing. Competition from new and rapidly developing forms of retailing such as consumer markets does not permit the 'traditional' textile retail trade to indulge in price increases.

The cautious view of future turnover taken by the domestic retail trade will inevitably result in the limiting of forward orders in the end August/end October buying season in the expectation of a good backing-up service from manufacturers. This will apply especially to high fashion and casual wear, which is particularly susceptible to change, and which the retail trade will not risk ordering in quantity now for February delivery.

### Clothing machinery exhibition

The International Exhibition of Clothing Manufacturing Machines which was held parallel to the International Men's Fashion Week attracted 7,620 German and 4,140 foreign visitors. Ninety-five German and 11 foreign firms showed the latest in clothing manufacturing techniques on a net display area of more than 9,000 sq. meters. Manufacturers in this section of the fair also described the event as the 'best ever' with a 52 per cent increase in orders over the last event. The domestic industry's capacity is reported to be fully booked, with delivery dates varying according to product, but generally in the region of six months. Recent wage awards to German metal workers will probably result in price increases between 5 and 10 per cent for clothing machinery, despite intense competition from foreign manufacturers.

## *Wescon exhibitors claim initial orders of £1.5 million*

BRITISH COMPANIES returning from the 1969 Western Electronics Show and Convention in San Francisco (WESCON) believe that they have won business worth an initial £1,500,000 as a direct result of their participation in the Board of Trade/EEA sponsored joint venture at the show.

The Electronic Engineering Association report that the British companies are now the major 'foreign' group at the show, having this year wrested this distinction from the Japanese. Altogether, some 26 companies were represented and reported great interest among visiting engineers in their products. Although it will undoubtedly take some time to process all the inquiries received, companies were optimistic that the conversion rate would be high and would be worth much more than their estimate of 'firm orders'.

Several companies were exhibiting in the United States for the first time and were somewhat overwhelmed by the magnitude of the market for their products. One exhibitor, with a United Kingdom output of semiconductors around the 50 million level, was delighted to have received two orders each for 20 million components!

Many of the companies will be showing again in the IEEE Electronics Exhibition in New York in March 1970 in another joint venture. The Electronic Engineering Association is encouraging United Kingdom electronics companies seeking to establish a foothold in the United States market to show each year at both the WESCON and the IEEE Exhibitions. Already the EEA reports 34 companies have signed up to go to New York to the IEEE Electronics Exhibition 1970 and it forecasts that the final number could be 45 (some 50 per cent up on 1969 and 40 more than were represented in 1967).

## *Building exhibition to launch new card system*

BRITAIN'S International Building Exhibition, Olympia, London (November 13-25), is to launch a new visitor inquiry card system.

Tens of thousands of visitor inquiry cards are being mailed before the exhibition. These will be used for registering the names and addresses of visitors at stands throughout the exhibition, which this year again occupies all three halls at Olympia.

The visitor cards are registered by special imprinters on each stand. The method cuts time-wasting in noting details by hand, ensures accuracy in registering, allows stand executives more time for actual business discussions and speeds up ~~the~~ number of visitors and total sales inquiries which can be registered at each stand.

One of the independent research surveys at the last International Building Exhibition in 1967 established that 92 per cent of visitors rated the collection of information as a major purpose of their visit. It is claimed that this new system will enable card-carrying visitors to gain information more speedily, to see more of the exhibition in less time and reduce the need for collecting and carrying bulk printed matter and samples.

## *Proposed British Pavilion at Bucharest International Fair*

THE FIRST Bucharest International Fair will be held from October 13 to 24, 1970 and the Board of Trade proposes to organize a British Pavilion at this event if sufficient support is forthcoming.

The fair will be organized every second year and each fair will have a different theme. The 1970 fair will be devoted to machine tools, electrical and electronic equipment and machines for the light industry sector.

Under British Pavilion terms inside exhibition space, including shell scheme, will be available at £13 10s. per square metre (minimum area 10 square metres) and outside space, including site dressing, at £3 5s. per square metre. The usual additional measures of assistance will also be available.

Application forms, which must be returned by October 15, are available from Mr. B. L. Banks, Trade Promotions Branch, Board of Trade, Tower Block, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7213).

## *19 countries exhibit at Glasgow engineering show*

AN EXHIBITION of importance to all sectors of engineering in Britain was opened at the Kelvin Hall, Glasgow, on September 3. Norbex 69, International Engineering Exhibition, claimed to be the biggest show of its kind to be held in Britain in 1969, reflected the industrial climate of many of the principal manufacturing nations of the world. Engineering products covering 180,000 square feet of floor space were displayed by 250 exhibitors from 19 countries which included India, Eire, the United States, Canada, Japan, France, Russia, the Federal Republic of Germany, East Germany, Sweden, Czechoslovakia, Denmark and Poland.

The theme of Norbex this year was technological advance and innovation, chosen to attract forward-looking buyers from all industries.

The display concentrated on the light to medium engineering categories, and was in line with the theme of the exhibition conference, entitled 'Product Development and Manufacturing Technology,' which was organized in association with the exhibition by the University of Strathclyde in Glasgow.

At the conference, which took place from the opening day until September 5, 28 speakers from Britain, the Netherlands, France, Italy, Czechoslovakia, the United States and Japan, all of them distinguished in their respective fields, spoke on subjects which ranged from pressure die-casting to mechanized assembly and plastics.

One of the officials of the organizers of the event told a *Board of Trade Journal* representative that of the 200 seats available for the conference 165 had been already taken up by delegates from Europe, Japan and Israel.

The first Norbex was held last year and although extremely successful, it naturally had its teething problems. These, said the spokesman, had been 'ironed out' by this year, and it was expected that export orders would be quite substantial.

It was estimated that when the exhibition, which was open to traders only, closed on September 11 some 50,000 visitors from Britain and about 30 overseas countries would have toured the stands at the Kelvin Hall.

## *'Inventive Britain' display for British Week, Vienna*

VIENNA will be going British from October 10 to 18 this year. Closely geared to the huge selling operation of the British Week will be a whole series of spectacular supporting features designed to give the city a truly British atmosphere. One of the most impressive of these will be the Centrepiece exhibition to be staged in Vienna's Kuenstlerhaus. Designed by the Central Office of Information on behalf of the Board of Trade, the Centrepiece exhibition includes a Council of Industrial Design display featuring some 350 products; a series of modern room settings arranged by the CoID; traditional room settings, arranged by the Furniture Manufacturers Export Club; a combined carpet display by the Federation of British Carpet Manufacturers and the Tufted Carpet Manufacturers Association; a consumer durables display, sponsored by the BNEC Export Council for Europe; a photographic exhibition; a newspaper and periodicals display and a BBC exhibit. An outstanding attraction in the Kuenstlerhaus will be the 'Inventive Britain' display which will be showing many examples of British technological achievement and inventiveness in the fields of aeronautics, nuclear power, transport, medical equipment and scientific instruments.

Visitors to the 'Inventive Britain' display will follow a prescribed route which will take them first to a Concorde exhibit comprising two animated diagrams showing the aircraft's fuelling and lubrication systems. Following this visitors will see the nuclear power display. Britain produces more electricity from nuclear power than the rest of the world together and this display will show 12 models of fully operational nuclear power stations in this country.

Highlight of 'Inventive Britain' will be a dynamic presentation of British technological achievement using a multi-projection instant change system – a series of 12 screens, each three feet square, on which two projectors for every screen are able to show a continuous series of slides without a break. Synchronized with the slide show will be a German commentary, sound effects and background music. The area to be used for this exhibition has been specially designed by the COI to capture and hold the attention of the audience, making full use of theatrical techniques. Once the audience has assembled, the room will be 'blacked out' for the start of the show. The programme lasts for about four minutes and covers a wide range of subjects including British inventors such as Newton, Stevenson, Fleming and Whittle; nuclear power; hovercraft; the new Victoria Line; and aircraft and aerospace technology. As each topic is featured on the screens so relevant exhibits, mounted in the area immediately in front of the screens, are spotlighted. The lights come up at the end of the programme allowing one audience to filter out and a new one to assemble.

Visitors will then move on to a hovercraft exhibit entitled 'Hovercraft – Transport for Today and Tomorrow', where perhaps the most interesting item will be a model of Christopher Cockerell's first hovercraft. Following this will be a laser demonstration with supporting film; an engine test cell which enables jet propulsion engines to be tested under a full range of operating conditions by the use of a supersonic flow of air directed at an engine complete with its intake; a pulse code modulation exhibit – also with supporting film – which is a technique enabling an increased number of telephone conversations to be transmitted along existing cables under a city's streets; and a series of medical exhibits including a Centronic Q806 Residual Gas Analyzer which can detect a 'bubble' of gas the size of a pin-head in a space as large as Vienna's Opera House; a Cytotrack – a new instrument for the preparation of powder particles and cells for examination, a cardiovision unit; and a completely portable flash X-ray unit.

Finally, visitors will pass by panels showing British inventors and their inventions, some of which are animated by using polarized light, to an information counter before they leave the display.

FENNER
52
Fenaplast
Fenaplast

*Fenner International Limited of Marfleet, Hull, recently participated in the Mining Exhibition at Milner Park, Johannesburg. Pictured here is Mr. J. Davis, manager, Fenaplast Sales, explaining the role of Fenaplast solid-woven conveyor belting in the mining industry to a couple of interested visitors.*

# *Exhibitors report . . .*

**Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.**

### Cutting machine preview at Essen

A preview of the new BOC cutting machine is planned for the Essen Welding and Cutting Fair (September 20 to 28). The machine, called the Hawk, will not be on general sale until 1970.

It is a small cross-carriage profiling machine, with tracing and working widths of 1.5 metres, which can mount up to four gas cutting torches of 150 mm capacity with solenoid gas control. A photo-electric tracing head can be fitted for automatic operation from line drawings, or a mechanical drive unit can be used for operation from steel templates.

Another cutting machine to be demonstrated for the first time outside Britain is the high-speed Falcon 23 GT, a cross-carriage cutting machine operating from 1:1 line drawings and powered by a heavy duty co-ordinated drive system with servo motors on both the longitudinal and transverse carriage. It incorporates a two-speed gearbox to give a complete range of cutting speeds, from 760 mm to 4.4 m/min.

BOC are taking part at Essen as members of the joint venture group organized for this event by the Board of Trade and the British Electrical and Allied Manufacturers Association (BEAMA).

### Major display by ICI at Tehran

A major prestige exhibition, indicating the growing role of ICI in trade with Asia and specifying many of the products the company has available for industry and agriculture in that area of the world, will be staged by Imperial Chemical Industries Ltd. in the British Pavilion organized by the Board of Trade at the 2nd Asian International Trade Fair in Tehran (October 5 to 24). Twelve of the company's manufacturing divisions and subsidiaries will participate.

### Refrigeration units on display in Germany

Mechanical transport refrigeration units will be shown by Petters Limited, a Hawker Siddeley company, at the 44th International Automobile Exhibition, Frankfurt (September 11-21). Two units, a PA20D and a PT20, from the company's comprehensive range of road, rail and sea-going models will be displayed. The company is a member of the joint venture group organized for this event by the Board of Trade and the Society of Motor Manufacturers and Traders Ltd. (SMMT).

The PA20D is a compact, lightweight, self-contained refrigeration unit designed for installation over the cab of a vehicle. Power is provided by a petrol or propane gas engine with a 3 hp, 3 phase, 50 Hz electric motor for use when the vehicle is parked.

A PT20, the latest development of Petters' road transport refrigeration units, is exhibited for the first time. It is designed for over-cab mounting and is particularly suitable for tilt-cab vehicles. The evaporator section is made of aluminium alloy and the condenser frame of steel. This unit is powered by a two-cylinder air-cooled petrol or propane engine with a 7.5 hp, 3 phase, 50 Hz electric motor for stand-by operation, when the vehicle is in a depot or parked overnight.

### Smiths Industries show at Tokyo

The aviation division of Smiths Industries stand at the British Instruments and Aerospace Exhibition, Tokyo, (September 25-October 5) will feature flight control systems for the advance transport aircraft now being studied by the Japanese aviation industry. The latest techniques for flight instruments, such as the counter/pointer altimeters, will be displayed. A working example of the Specto 'Head-Up' display will form the centrepiece of the stand, along with the latest development of this electronic information display technique in the 'Head-Down' form.

The company is a member of the joint venture group organized for this event by the Board of Trade and the Society of British Aerospace Companies Ltd. (SBAC). There are two joint venture presentations in all, one with the SBAC and one with the Scientific Instrument Manufacturers Association of Great Britain (SIMA).

### Russia orders Muset type justifier

Russia has now purchased the Muset K-380-B type justifier shown by Muirhead Ltd. at the recent International Exhibition of Modern Printing Machinery – Inpolygraphmash '69 – in Moscow, where the company participated as members of the joint venture group organized by the Board of Trade and the Business Equipment Trade Association.

Muset is claimed to be the simplest and lowest-priced computer capable of 100 per cent correct word hyphenation. It will be used by one of Russia's leading newspaper publishing houses and will help the Research Institute to implement re-equipment studies. A diploma for superior polygraphic techniques was presented to Muirhead by Mr. Konstantin Smolyanov of the All-Union Chamber of Commerce and Head of the Directorate for Foreign Exhibitions.

Deputy Prime Minister Novikov, Minister of Press Michailhov and Minister of Production Machinery Dayenin showed particular interest in Muset and asked permission for it to be featured in a specially commissioned film on modern printing machinery.

# *British group visit New York Hardware Show*

The hardware Manufacturers' Association, with the support of the Board of Trade, is sponsoring a group of four hardware manufacturers exhibiting at the 1969 National Hardware Show at the New York Coliseum between September 29 and October 2.

The group will be displaying a wide range of products in the houseware/hardware category and the HMA has been able to obtain a good site on the Mezzanine floor. This is an area of heavy visitor traffic and the Association expects considerable interest from the large number of United States, Canadian and overseas buyers expected at this, the 24th annual exhibition.

Though the group is small, it aims to make an impact on the American market by introducing products new to the United States but having the traditional British high qualiy.

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# EXPORT PUBLICITY FOR INDUSTRY

**Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office;**

**NORTHERN· Mr. A. A McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).**

**EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).**

**NORTH MIDLAND: Mr. J. W Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).**

**EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).**

**LONDON & SOUTH EASTERN: Mr E. A. Hunt, St. Christopher House Annexe Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).**

**SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).**

**SOUTH WESTERN: Mr. W. J. D. Irving, MVO. The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).**

**MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).**

**NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).**

**SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 Telex 77583).**

**ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).**

**WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).**

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *France and Iraq*

INFORMATION about the trade agreement between France and Iraq signed in Paris on September 25, 1967, appeared in the *Journal Officiel* of August 14, 1969.

The agreement is for a period of one year from the date of effect and can be renewed yearly by tacit consent.

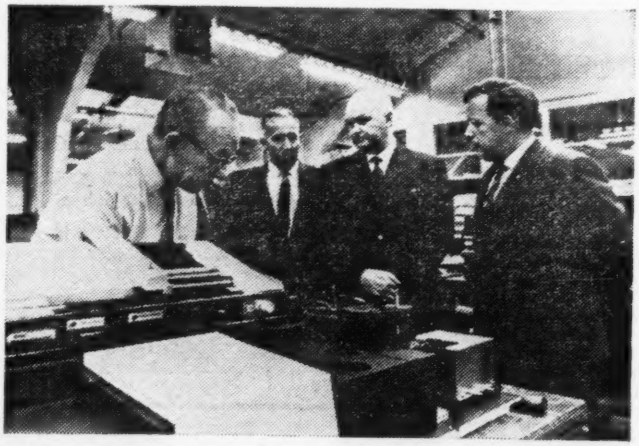
The two parties agreed to reciprocal most favoured nation treatment in respect of customs formalities, charges and other taxes as well as for the transit and warehousing of goods.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

### *Hints to businessmen visiting Iraq and Poland*

REVISED EDITIONS of the booklets on Iraq and Poland have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



*Mr. N. V. Vassiliev, president of Mashpriborintorg, the Soviet state trading organization for scientific instruments, is pictured (second from right) during a recent tour of the laboratories and factory of Pye Unicam Ltd. Watching the assembly of a Unicam spectrophotometer with him are Mr. P. Nutting (right), head of the Manufacturing Division, and Mr. B. Gordon (second left), factory manager.*

**AUSTRALIA**

**NEW SOUTH WALES DEPARTMENT OF MINES**

**EXECUTIVE OFFICER**

**ENERGY ADVISORY COMMITTEE**

Applications are invited for the above position.

**Salary:** $A7,526 range $A8,034 per annum

**Qualifications:** Essential B.Sc. or B.E. Degree from a recognised University or equivalent qualifications. Extensive post-graduate experience in some field of energy production and/or use.

**Duties:** Research of information in the field of energy and impact of new fuels and changing pattern in supply and usage of existing fuels for the information of the Energy Advisory Committee. Successful applicant will be based in Sydney but will conduct investigations in the field of energy throughout New South Wales.

Subject to certain conditions, the successful applicant will be eligible for:—

★ Payment of fares to Sydney
★ Financial assistance towards the cost of removal and establishment expenses
★ Financial assistance towards the cost of initial accommodation expenses

For application form and further information, write to the **Recruitment Section, New South Wales Government Offices, 56 Strand, London, W.C.2,** where applications close on the 22nd SEPTEMBER, 1969. When writing, please quote reference 44/420(BT).

**Hon. A. Landa**
**Agent General.**

# *Opportunities for exporters—calls for tender*

*Brief details are given below of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

*Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

**ANGOLA**

**Bulletin 169/69**
DIRECAO DA EXPLORACAO DO CAMIHO:
**Wooden Sleepers.** September 25. E.S.B. 36643/69/J.

**ARGENTINA**

**Bulletin 169/69**
AFNE:
***Cargo Vessel Equipment.** October 23. E.S.B. 35635/69/J.

**Bulletin 171/69**
AGNA Y ECERGIA ELECTRICA:
**Power Conductor Line.** September 24. E.S.B. 37218/69/J.
**Power Station Plant and Equipment.** October 6.) E.S.B 37129/69/J.
DIRECION-GENERAL DE FABRICACIONES MILITARES:
**Mining Project.** (Further Information.) E.S.B. 18823/. 69/J.

**AUSTRALIA**

**Bulletin 168/69**
DEPARTMENT OF CIVIL AVIATION:
**Control Towers.** (Further Information.) Closing date postponed to October 7. E.S.B. 29300/69/J.
DEPARTMENT OF SHIPPING AND TRANSPORT:
**Pyrotechnic Signals.** September 23. E.S.B. 36612/69/J.
**Alternators:** September 23. E.S.B. 36613/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*22s. **Fuses, Fire Preventive Devices.** September 22. E.S.B. 36611/69/J.

**Bulletin 171/69**
**Circuit Breaker Recorders and Accessories.** September 29. E.S.B. 37131/69/J.
DEPARTMENT OF CIVIL AVIATION:
**Radar Equipment.** November 2. E.S.B. 37130/69/J.

**BRAZIL**

**Bulletin 169/69**
CENTRAL ELECTRA DE FURNAS S.A.:
*3s. **Transmission Line Equipment.** (Pre-qualification.) November 14. E.S.B. 36633/69/J.

**Bulletin 170/69**
COMPANHIA METROPOLITANA DE AGUA DE SAO PAULO:
**Crane.** November 3. E.S.B. 36841/69/J.

**BURMA**

**Bulletin 169/69**
MYANMA EXPORT IMPORT CORPORATION:
***Cotton Yarn.** (Advance Information.) Closing date not known. E.S.B. 36666/69/J.
*3s. **Fitters Vice.** September 22. E.S.B. 36668/69/J.
*3s. **Grinders and Grinding Wheels.** September 23. E.S.B. 36669/69/J.
*3s. **Plumbers Tools.** September 22. E.S.B. 36681/69/J.
*3s. **Gas Mantle Knitting Needles.** September 22. E.S.B. 36650/69/J.
*3s. **Pipe Wrenches.** September 25. E.S.B. 36654/69/J.
MINISTRY OF DEFENCE:
*2s. **Aluminium Sheets.** October 10. E.S.B. 36688/69/J.

**CANADA**

**Bulletin 169/69**
TORONTO TRANSIT COMMISSION:
**Underground Railway Carriage.** October 27. E.S.B. 36840/69/J.

**CEYLON**

**Bulletin 168/69**
EASTERN PAPER MILLS CORPORATION:
**Wood Pulp.** November 21. E.S.B. 36252/69/J.

**Bulletin 169/69**
TENDER BOARD; WATER SUPPLY, DRAINAGE WORKS, AND LOCAL GOVERNMENT:
**Water Supply Scheme.** October 22. E.S.B. 36698/69/J.
TENDER BOARD, DEPARTMENT OF HEALTH:
*7s. **Surgical Gloves.** October 14. E.S.B. 36812/69/J.
SRI LANKA SUGAR CORPORATION:
*3s. **Chemicals.** September 28. E.S.B. 36699/69/J.
*3s. **Jute Bags.** September 28. E.S.B. 36700/69/J.

**COSTA RICA**

**Bulletin 169/69**
CAJOR COSTARRICENSE DE SEGUROS SOCIAL:
*2s. (In Spanish.) **Chemicals/Pharmaceuticals.** September 29. E.S.B. 36646/69/J.
*2s. (In Spanish.) **Pharmaceuticals.** October 8. E.S.B. 36645/69/J.
INSTITUTO NACIONAL DE SEGURO:
*1s. (In Spanish.) **Diathermy Apparatus.** October 3. E.S.B. 36630/69/J.
LA PROVEEDURIA DEL FERROCARRIL ELECTRICO:
*1s. (In Spanish.) **Aluminium Contact Strips.** September 22. E.S.B. 36826/69/J.

**ETHIOPIA**

**Bulletin 170/69**
IMPERIAL BOARD OF TELECOMMUNICATIONS OF ETHIOPIA:
*11s. **Transformers By-Pass Filters.** November 6. E.S.B. 36863/69/J.
*12s. **Telephone Hand Sets.** December 15. E.S.B. 36864/69/J.

**FRANCE**

**Bulletin 170/69**
TECHNICAL SERVICES DIVISION OF COUNCIL OF EUROPE:
*15s. **Office Supplies.** October 25. E.S.B. 36865/69/J.
CENTRE HOSPITALIER REGIONAL:
*2s. (In French.) **Laundering Equipment.** (Pre-qualification.) September 24. 36866/69/J.

**GERMANY. FEDERAL REPUBLIC OF**

**Bulletin 169/69**
DER BUNDESMINISTER DER FINANZEN:
**Ties.** September 29. E.S.B. 36634/69/J.

**GREECE**

**Bulletin 171/69**
MINISTRY OF TRADE:
***Test Car.** (Further Information.) E.S.B. 20564/69/J.
MINISTRY OF DEFENCE:
*9s. **Diesel Engine.** September 23. E.S.B. 37132/69/J.
*5s. **Bathythermographs.** September 23. E.S.B. 37138/69/J.
NAVAL HEADQUARTERS:
*9s. **Marine Engine.** September 23. E.S.B. 37139/69/J.
AGRICULTURAL BANK OF GREECE:
*20s. **Copper Sulphate.** September 24. E.S.B. 37155/69/J.
MINISTRY OF TRADE:
*17s. **Vehicles.** September 26. E.S.B. 37119/69/J.
*3s. **Stitching Machine, Grinding Wheel.** September 22. E.S.B. 37121/69/J.
*10s. and 11s. respectively. **Laboratory Equipment.** September 29. E.S.B. 37142/69/J. and E.S.B. 37140/69/J.
*7s. **Laboratory Equipment.** September 26. E.S.B. 37141/69/J.

**HONDURAS**

**Bulletin 171/69**
EMPRESA NACIONAL DE ENERGIA ELECTRICA:
*52s. **Cable Protection Equipment.** September 25. E.S.B. 36858/69/J.

**INDIA**

**Bulletin 168/69**
BEAS PURCHASE ORGANISATION:
*2s. **Electromagnetic Pulley.** (Further Information.) E.S.B. 34503/69/J.
MINISTRY OF RAILWAYS:
*37s. **Steel Plates.** (Further Information.) E.S.B. 35653/69/J.
*33s. **Steel Sheets.** (Further Information.) E.S.B. 35652/69/J.

**Bulletin 169/69**
BHARAT HEAVY ELECTRICALS LTD.:
**Gear Rim and Pinion.** September 30. E.S.B. 36254/69/J.
HINDUSTAN COPPER LTD.:
**Induced Polarization Unit.** (Further Information.) Closing date postponed to September 26. E.S.B. 1553/69/J
*30s. **Magnetometers.** (Further Information.) E.S.B. 35654/69/J.
*32s. **Micro Splitters.** (Further Information.) E.S.B. 35656/69/J.
*31s. **Compasses.** (Further Information.) E.S.B. 23541/69/J.

**Bulletin 170/69**
INDIAN SUPPLY MISSION:
*1s. **T.V. Studio Equipment.** (Further Information.) E.S.B. 32411/69/J.
MINISTRY OF RAILWAYS:
**Steel Bars.** October 6. E.S.B. 36814/69/J.
**Copper Wire.** September 29. E.S.B. 36815/69/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

*If you would like a specimen copy get in touch with the Editor,* **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

**TRANSLATIONS**
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**Bulletin 171/69**

CENTRAL RAILWAY:

*Rectifier Sets. (Further Information.) E.S.B. 33777/69/J.

INTEGRAL COACH FACTORY:

Roller Bearings. (Further Information.) E.S.B. 33581/69/J.

BHABHA ATOMIC RESEARCH CENTRE:

*5s. Linear Displacement Transducers. (Further Information.) E.S.B. 36187/69/J.

*5s. Oscilloscope. (Further Information.) E.S.B. 36183/69/J.

*5s. Micro Pulverizer. (Further Information.) E.S.B. 36184/69/J.

*5s. Laboratory Equipment. (Further Information.) E.S.B. 36185/69/J.

Oscilloscope. October 13. E.S.B. 36868/69/J.

Three Pen Recorder. October 14. E.S.B. 37105/69/J.

S.S. Tubing. October 10. E.S.B. 37109/69/J.

Metallographic Samples Grinding Apparatus. October 13. E.S.B. 36867/69/J.

Flow Meters. October 13. E.S.B. 36869/69/J.

Differential Pressure Transmitter. October 14. E.S.B. 37106/69/J.

Sodium Level Probe. October 14. E.S.B. 37107/69/J.

S.S. Sheets; Plates and Rounds. October 7. E.S.B. 37108/69/J.

Forgings. October 24. E.S.B. 37110/69/J.

DAIRY DEVELOPMENT DEPARTMENT:

Construction of Earthen Dam. October 3. E.S.B. 37111 69/J.

BOMBAY PORT TRUST:

Marine Boilers. October 22. E.S.B. 37112/69/J.

INTEGRAL COACH FACTORY:

*23s. and 24s. Roller Bearings. E.S.B. 37113/69/J and 37114/69/J respectively.

### IRAN

**Bulletin 170/69**

IRANIAN STATE RAILWAYS:

*12s. Iron Strap. (Re-issued.) Closing date now October 22. E.S.B. 24836/69/J.

TEHRAN REGIONAL WATER BOARD:

*2s. Valves. October 1. E.S.B. 36658/69/J.

### IRAQ

**Bulletin 169/69**

MINISTRY OF FINANCE:

*7s. Sirens. (Further Information.) E.S.B. 35966/69/J.

ARMY MARTYRS FACTORIES:

Haberdashery. (Further Information.) E.S.B. 35962/69/J.

**Bulletin 170/69**

AMANAT AL-ASIMA:

Construction of Building. December 18. E.S.B. 36846/69/J.

GOVERNMENT PURCHASING BOARD:

*2s. Critric Acid. September 25. E.S.B. 36857/69/J.

IRAQ STATE ORGANIZATION OF INDUSTRY:

*2s. Tobacco. October 10. E.S.B. 36816/69/J.

IRAQI PORTS ADMINISTRATION:

Welding Machines. October 8. E.S.B. 36847/69/J.

AMANTA AL-ASIMA:

Traffic Light Design Project. December 18. E.S.B. 36844/69/J.

Feasibility Study – Al-Khir River Project. December 18. E.S.B. 36850/69/J.

Design and Construction of Roads. December 18. E.S.B. 36851/69/J.

MINISTRY OF DEFENCE:

*Sewing Machines. (Closing date not known.) E.S.B. 36855/69/J.

ADMINISTRATION OF ARMY MARTYRS FACTORIES:

*Yarns and Fibres. September 22. E.S.B. 36843/69/J.

MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:

Water Project. November 25. E.S.B. 36819/69/J.

Water Supply Project. November 28. E.S.B. 36820/69/J.

Water Supply Project Extension. November 18. E.S.B. 36821/69/J.

Water Supply Scheme. December 6. E.S.B. 36822/69/J.

Water Supply Project Extension. December 20. E.S.B. 36823/69/J.

Water Supply Scheme. November 25. E.S.B. 36861/69/J.

Water Supply Scheme. November 29. E.S.B. 36818/69/J.

Water Supply Scheme. November 18. E.S.B. 36860/69/J.

MINISTRY OF DEFENCE:

*5s. X-Ray Film Processing Machine. September 29. E.S.B. 368/5369/J.

### IRISH REPUBLIC

**Bulletin 168/69**

CLARE COUNTY COUNCIL:

Water Pumping Plant. September 26. E.S.B. 36265/69/J.

Water Purification Plant. November 28. E.S.B. 36264/69/J.

Water Supply Scheme. September 26. E.S.B. 36263/69/J.

### JORDAN

**Bulletin 169/69**

JORDAN PETROLEUM REFINERY CO.:

*2s. Hydrochloric Acid. September 30. E.S.B. 36679/69/J.

### KOREA

**Bulletin 168/69**

OFFICE OF SUPPLY:

*27s. Road Maintenance Equipment. October 7. E.S.B. 36602/69/J.

### LIBYA

**Bulletin 168/69**

MINISTRY OF FINANCE:

Construction of Stadium. October 6. E.S.B. 36298/69/J.

Construction of Stadium. October 6. E.S.B. 36299/69/J.

Construction of Building. October 6. E.S.B. 36300/69/J.

Wadi Ali Mayet Project. November 24. E.S.B. 36296/69/J.

Wadi Ali Atala Project. November 24. E.S.B. 36297/69/J.

CENTRAL TENDERS BOARD:

*2s. Constructional Projects. November 10. E.S.B. 36601/69/J.

**Bulletin 169/69**

NATIONAL SOCIAL INSURANCE INSTITUTION:

Medical Equipment. October 5. E.S.B. 36808/69/J.

**Bulletin 171/69**

MINISTRY OF PUBLIC WORKS:

Construction of Office Building, Internal Decoration of Conference Room. September 22. E.S.B. 37158/69/J.

### MALAYSIA

**Bulletin 168/69**

MALAYAN RAILWAY ADMINISTRATION:

Railway Wagons. October 17. E.S.B. 36269/69/J.

MINISTRY OF HEALTH:

*7s. and 11s. Surgical Dressings, Biologicals, Pharmaceuticals. October 14. E.S.B. 36270/69/J.

MINISTRY OF INFORMATION AND BROADCASTING:

*1s. Television Transmission System. September 25. E.S.B. 36603/69/J.

GOVERNMENT PRINTING OFFICE:

Paper. September 24. E.S.B. 36604/69/J.

**Bulletin 169/69**

CONSULTING ENGINEERS, BINNIE & PARTNERS:

Construction of Civil Engineering Works. November 3. E.S.B. 36671/69/J.

PUBLIC WORKS DEPARTMENT:

Construction of Pumping Plant and Electrical Equipment. October 20. E.S.B. 36660/69/J.

Water Treatment Plant. November 21. E.S.B. 36659/69/J.

**Bulletin 171/69**

NATIONAL ELECTRICITY BOARD OF THE STATE OF MALAYA:

Cathodic Protection Equipment. November 11. E.S.B. 37157/69/J.

### MALTA

**Bulletin 170/69**

TREASURY:

*Cast Iron Floor Tiles. October 2. E.S.B. 36892/69/J.

*Marine Petrol Engines. October 2. E.S.B. 36893/69/J.

*Injections. October 2. E.S.B. 36894/69/J.

### MEXICO

**Bulletin 169/69**

COMISION FEDERAL DE ELECTRICIDAD:

*84s. Feedwater Heater. September 25. E.S.B. 36805/69/J.

### MOZAMBIQUE

**Bulletin 168/69**

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:

*5s. (In Portuguese.) Wheels and Axles Assemblies. September 26. E.S.B. 36272/69/J.

*10s. (In Portuguese.) Electrical Supplies. September 26. E.S.B. 36294/69/J.

*5s. (In Portuguese.) Automatic Couplers and Accessories. September 29. E.S.B. 36295/69/J.

### NEW ZEALAND

**Bulletin 168/69**

POST OFFICE HEADQUARTERS:

*3s. Torches. September 29. E.S.B. 36605/69/J.

*3s. Pliers. September 23. E.S.B. 36606/69/J.

*5s. Quartz Crystal Units. September 26. E.S.B. 36607/69/J.

*4s. Valves. September 29. E.S.B. 36608/69/J.

*22s. Cable. September 30. E.S.B. 36609/69/J.

*4s. Capacitors, Clips and Adaptors. September 25. E.S.B. 36638/69/J.

DUNEDIN CITY CORPORATION:

*14s. Magnetic Tape Equipment. November 3. E.S.B. 36610/69/J.

NEW ZEALAND FOREST SERVICE:

*3s. Bandsaw. September 22. E.S.B. 36637/69/J.

**Bulletin 169/69**

POST OFFICE HEADQUARTERS:

*4s. Valves, Transistors. (Further Information.) E.S.B. 36247/69/J.

**Bulletin 171/69**

DEPARTMENT OF EDUCATION:

*2s. Stereoscopic Microscope. (Further Information.) E.S.B. 37117/69/J.

POST OFFICE HEADQUARTERS:

*42s. Switchboard Cords. October 3. E.S.B. 37136/69/J

### NIGERIA

**Bulletin 170/69**

INTERIM COMMON SERVICES AGENCY:

Construction of College. September 22. E.S.B. 36828/69/J.

### SAUDI ARABIA

**Bulletin 168/69**

MINISTRY OF COMMUNICATIONS:

Teleprinter Network. November 5. E.S.B. 36258/69/J.

MINISTRY OF INFORMATION:

Broadcasting Apparatus Spare Parts. October 1. E.S.B. 36257/69/J.

**Bulletin 169/69**

ARABIAN OIL CO. LTD.

Industrial Gases. September 24. E.S.B. 36690/69/J.

### SINGAPORE REPUBLIC

**Bulletin 170/69**

PUBLIC UTILITIES BOARD:

Steel Pipe. September 29. E.S.B. 36879/69/J.

### SOUTH AFRICA

**Bulletin 168/69**

SOUTH WEST AFRICA ADMINISTRATION:

*16s. Tractors. September 23. E.S.B. 36642/69/J.

**Bulletin 170/69**

*6s. Rubber Sheeting; Adhesive and Tape. September 30. E.S.B. 36692/69/J.

*7s. Laboratory Solutions; Cotton Wool. September 23. E.S.B. 36693/69/J.

### SYRIAN ARAB REPUBLIC

**Bulletin 170/69**

UNIVERSITY OF ALEPPO:

Measuring Instruments. September 30. E.S.B. 36706/69/J.

GENERAL ORGANIZATION OF PETROLEUM:

Generating Sets. October 2. E.S.B. 36838/69/J.

HOMS SPINNING AND WEAVING AND PAINTING CO.:

Transformers. September 25. E.S.B. 36839/69/J.

GENERAL ORGANIZATION FOR THE CONSTRUCTION OF DAMASCUS:

Railway Machines and Equipment. October 15. E.S.B. 36837/69/J.

(*Continued on page* 692)

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## OPPORTUNITIES FOR EXPORTERS, *continued*

### TAIWAN

**Bulletin 168/69**
CENTRAL TRUST OF CHINA:
*2s. **Gas Block Burners**. September 22. E.S.B. 36275/69/J.
*4s. **Marine Engine**. September 24. E.S.B. 36276/69/J.
*4s. **Slotting Machines**. September 23. E.S.B. 36277/69/J.
* **Cellulose Tear Tape**. October 15. E.S.B. 36280/69/J.
*3s. **Liquorice Extract Powder**. October 17. E.S.B. 36281/69/J.
*2s. **Graphite**. September 24. E.S.B. 36282/69/J.
*3s. **Steel Pipe**. October 16. E.S.B. 36283/69/J.
**Heat Exchanger Tubes**. October 15. E.S.B. 36284/69/J.
*5s. **Buses**. October 15. E.S.B. 36285/69/J.
*5s. **Lathe**. October 16. E.S.B. 36273/69/J.
*4s. **Conical Refiner for Paper Making**. September 24. E.S.B. 36703/69/J.
*3s. **Pick Up Trucks**. October 21. E.S.B. 36701/69/J.
*3s. **Exchange Resin**. September 26. E.S.B. 36622/69/J.
*2s. **Steel Sheet**. September 30. E.S.B. 36537/69/J.
*4s. **Ball Bearing Pillow Block, Ball Bearings**. September 30. E.S.B. 36625/69/J.
*4s. **Steel Flanges**. October 1. E.S.B. 36245/69/J.
*4s. **Franking Machines**. October 1. E.S.B. 36246/69/J.
*3s. **Vinylon Sewing Thread**. October 1. E.S.B. 36618/69/J.
*7s. **Storage Batteries**. September 22. E.S.B. 36620/69/J.
*7s. **Torsion Testing Machine, Specimen Cut-Off Machine**. October 1. E.S.B. 36624/69/J.
*4s. **Heater Burners**. September 30. E.S.B. 36623/69/J.
*3s. **Asphalt Mastic Paste**. September 29. E.S.B. 36621/69/J.
*3s. **Steel Shot**. September 26. E.S.B. 36292/69/J.
*4s. **Graphite**. September 29. E.S.B. 36293/69/J.

**Bulletin 169/69**
*57s. **Rolling Stock**. October 14. E.S.B. 36278/69/J.
*22s. **Computing System**. October 14. E.S.B. 36279/69/J.

### THAILAND

**Bulletin 169/69**
METROPOLITAN ELECTRICITY AUTHORITY:
*16s. **Fuse Cutouts, Fuse Links**. October 17. E.S.B. 36626/69/J.
*31s. **Switchgear**. October 10. E.S.B. 36674/69/J.
STATE RAILWAY OF THAILAND:
**Weighing Machines**. September 23. E.S.B. 36684/69/J.
NORTHEAST JUTE MILL CO. LTD.:
**Emulsifier**. September 24. E.S.B. 36686/69/J.

**Bulletin 171/69**
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
*10s. **Hydro-Electric Project**. (Further Information.) E.S.B. 34522/69/J.

### TURKEY

**Bulletin 170/69**
ELECTRIC POWER SURVEYS ADMINISTRATION:
*3s. **Fluorescent Dye**. October 15. E.S.B. 36696/69/J.

**Bulletin 171/69**
TURKISH MARITIME BANK:
*3s. **Difluorodichloromethane**. September 22. E.S.B. 37118/69/J.

### UNITED ARAB REPUBLIC (EGYPT)

**Bulletin 168/69**
EGYPTIAN RAILWAYS:
**Fishplates, Salamanioc**. October 4. E.S.B. 36260/69/J.
**Tinned Sheet Plates**. October 8. E.S.B. 36261/69/J.
**Axles, Wheel Tyres**. October 29. E.S.B. 36262/69/J.

### URUGUAY

**Bulletin 170/69**
MINISTRY OF LIVESTOCK AND AGRICULTURE:
*3s. **Paper Handling Equipment**. September 25. E.S.B. 36834/69/J.
*3s. **Printing Accessories**. September 24. E.S.B. 36697/69/J.
STATE ELECTRICITY BOARD:
*21s. (In Spanish.) **Telecommunication Equipment**. Closing dates: 1st Call, October 21; 2nd Call, October 28. E.S.B. 36836/69/J.
*10s. (In Spanish.) **Mineral Grease**. Closing dates: 1st Call, September 23; 2nd Call, September 30. E.S.B. 36835/69/J.

### ZAMBIA

**Bulletin 168/69**
ZAMBIA RAILWAYS:
*73s. **Locomotives**. (Further Information.) Closing date postponed to September 30. E.S.B. 30426/69/J.

**Bulletin 170/69**
MINISTRY OF HEALTH:
*10s. **Laboratory Accessories**. October 3. E.S.B. 36881/69/J.
CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Textile**. October 3. E.S.B. 36882/69/J.
*7s. **X-Ray Accessories, Film Envelopes**. October 3. E.S.B. 36880/69/J.

## *Opportunities for exporters—agency inquiries, market reports, etc.*

*Brief details are given below of some inquiries for British goods, offers, to represent British principals, market reports etc. published in recent issues of the* **Export Service Bulletin.**

*Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

*Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, extns. 7016, 7017. Telex: 886143, Answer Back BOTHILLGATE LDN; Telegrams: EXSERBRA.*

### AUSTRALIA

**Bulletin 168/69**
Agency inquiry for biscuits; canned food; preserves. E.S.B. 36089/69/J.
Special Advisory Authority. C.R.E. 1406/69/J.

**Bulletin 169/69**
Inquiry for vacuum cleaning systems. E.S.B. 36529/69/J.

**Bulletin 170/69**
Manufacture under licence – light engineering products. E.S.B. 35834/69/J.
Inquiry for timber. E.S.B. 36558/69/J.
*Inquiry for scale mesh producing machine. E.S.B. 36548/69/J.

### AUSTRALIA – WAIVER OF BRITISH PREFERENCE

**Bulletin 168/69**
1s. Inquiry for packaging machine. E.S.B. S/88/69/J.
Inquiry for pickle injector. E.S.B. S/87/69/J.

**Bulletin 169/69**
3s. Inquiry for bearing housing. E.S.B. M/40/69/J.
2s. Inquiry for calibrator. E.S.B. M/39/69/J.
2s. Inquiry for recorder. E.S.B. M/42/69/J.

**Bulletin 170/69**
Inquiry for injection moulding machine for manufacture of footwear. E.S.B. M/41/69/J.
Inquiry for plastic resin flexible heating sheet. E.S.B. S/89/69/J.
2s. Inquiry for video tape conditioner. E.S.B. S/90/69/J.

**Bulletin 171/69**
Inquiry for vacuum forming machine. E.S.B. M/43/69/J

### AUSTRIA

**Bulletin 170/69**
Inquiry for seamless boiler tubes. E.S.B. 15210/69/J.

### BERLIN

**Bulletin 168/69**
Agency inquiry for automobile tools and equipment. E.S.B. 36332/69/J.

### BOLIVIA

**Bulletin 171/69**
Inquiry for batteries; ebonite case producing equipment; plate producing equipment. E.S.B. 36930/69/J.

### BULGARIA

**Bulletin 168/69**
Inquiry for grinding machines. E.S.B. 36060/69/J.

### BRAZIL

**Bulletin 168/69**
Manufacture under licence – foodstuffs. E.S.B. 36086/69/J.

**Bulletin 169/69**
Inquiry for paper bag manufacturing machines – further information. E.S.B. 31484/69/J.

### BURUNDI, REPUBLIC OF/UNITED ARAB REPUBLIC

**Bulletin 171/69**
Trade Agreement. E.S.B. 1209/G/J.

### CANADA

**Bulletin 168/69**
Inquiry for grease fittings. E.S.B. 35254/69/J.
Inquiry for footwear. E.S.B. 36416/69/J.

**Bulletin 169/69**
Inquiry for bandsaw steel strip. E.S.B. 8013/69/J.

**Bulletin 170/69**
Inquiry for refractories and allied products. E.S.B. 36530/69/J.
9s. Inquiry for step-drill. E.S.B. 35784/69/J.
Inquiry for bakers specialities; cake ingredients. E.S.B. 36591/69/J.
Agency inquiry for coal handling machinery. E.S.B. 35587/69/J.

**Bulletin 171/69**
Agency inquiry for pictures; scarves. E.S.B. 36424/69/J.
1s. Agency inquiry for pipe couplings. E.S.B. 19610/69/J.

### CEYLON

**Bulletin 168/69**
5s. Inquiry for hand tools; machine tools; water treatment plant – further information. E.S.B. 2940/69/J.

**Bulletin 170/69**
Inquiry for floor covering machinery; pipe manufacturing machinery. E.S.B. 36528/69/J.

### CUBA

**Bulletin 171/69**
Import Organizations. E.S.B. 1209/G/J.

### DENMARK

**Bulletin 168/69**
Agency inquiry for aluminium profiles and sheets. E.S.B. 36405/69/J.

### DOMINICAN REPUBLIC

**Bulletin 169/69**
Agency inquiry for bottle coolers. E.S.B. 34658/69/J.

### EFTA

**Bulletin 171/69**
Agreement on electrical testing. E.S.B. 1209/G/J.

### EL SALVADOR

**Bulletin 158/69**
Agency inquiry for marine hardware. E.S.B. 29365/69/J

### FINLAND

**Bulletin 170/69**
*Agency inquiry for blouse and dress material; panties; tights. E.S.B. 36436/69/J.

**Bulletin 171/69**
Inquiry for filters. E.S.B. 37085/69/J.

### GERMANY, FEDERAL REPUBLIC OF

**Bulletin 168/69**
Agency inquiry for herbs and spices. E.S.B. 20973/69/J.
Inquiry for bed sheets; pillow cases. E.S.B. 36032/69/J.

**Bulletin 169/69**
Agency inquiry for automotive spares and equipment; garage equipment. E.S.B. 36455/69/J.
Agency inquiry for grinding machines; milling machines. E.S.B. 36553/69/J.
Inquiry for boiler tubes; steel; steel sheets. E.S.B. 24255/69/J.
Inquiry for candles; gift articles; ribbons and ribbon trimmings; ribbon printing and embossing machine; vases. E.S.B. 35880/69/J.
Agency inquiry for overcoats; raincoats. E.S.B. 18669/69/J.

**Bulletin 170/69**
Inquiry for clothing; sea boots. E.S.B. 36048/69/J.
*Agency inquiry for cranes. E.S.B. 35171/69/J.
Inquiry for radio, television and computer parts. E.S.B. 36057/69/J.
Agency inquiry for electronic components; household appliances accessories; motor car accessories. E.S.B. 34617/69/J.
Inquiry for central heating equipment. E.S.B. 28887/68/J.
Agency inquiry for carpets; floor covering. E.S.B. 36582/69/J.
Agency inquiry for machine tools. E.S.B. 31396/69/J.

**Bulletin 171/69**
Inquiry for clothing; tablecloths. E.S.B. 36729/69/J.
Inquiry for jersey piece goods; jersey suitings. E.S.B 35711/69/J.

### GREECE

**Bulletin 169/69**
Agency inquiry for diggers. E.S.B. 36354/69/J.

### INDIA

**Bulletin 168/69**
Inquiry for steel pipe. E.S.B. 36506/69/J.

**Bulletin 170/69**
Inquiry for blow moulding equipment. E.S.B. 36932/69 /J

### IRAN

**Bulletin 170/69**

Manufacture under licence – prefabricated wooden buildings. E.S.B. 48920/68/J.

### IRAQ

**Bulletin 170/69**

Inquiry for pulverizing/micronizing machines. E.S.B. 32179/68/J.

Inquiry for rayon yarns; woollen piece goods. E.S.B. 32396/69/J.

**Bulletin 171/69**

Inquiry for cookers; ceiling fans; radios; refrigerators; television sets. E.S.B. 33185/69/J.

### IRISH REPUBLIC

**Bulletin 168/69**

Agency inquiry for nursery furniture; sun canopies; toys. E.S.B. 21057/68/J.

**Bulletin 169/69**

Agency inquiry for heating systems and allied equipment; ventilating equipment. E.S.B. 36380/69/J.

**Bulletin 170/69**

Agency inquiry for clothing; sheets. E.S.B. 27248/69/J.

### ITALY

**Bulletin 170/69**

Agency inquiry for men's suits. E.S.B. 33046/69/J.

**Bulletin 171/69**

*Agency inquiry for plastic coated sheets. E.S.B. 33676/69/J.

### JAMAICA

**Bulletin 171/69**

Inquiry for valves. E.S.B. 36756/69/J.

### JAPAN

**Bulletin 168/69**

Manufacture under licence – dresses; knitwear. E.S.B. 36340/69/J.

**Bulletin 171/69**

Agency inquiry for gasoline engines. E.S.B. 36586/69/J.

Inquiry for bar accessories. E.S.B. 36502/69/J.

### JORDAN

**Bulletin 171/69**

Agency inquiry for cosmetics; cutlery; domestic electrical appliances; domestic tinware; ironing tables; scales; spring balances. E.S.B. 36545/69/J.

### KUWAIT

**Bulletin 168/69**

Agency inquiry for cable; confectionery; electrical appliances; leather; paints; perfumes; pitch fibre; sinks; textiles; woollens; worsteds. E.S.B. 36330/69/J.

Inquiry for musical instruments. E.S.B. 30113/69/J.

**Bulletin 169/69**

Agency inquiry for ash trays; bedding; clocks; cuff-links; tea sets; tea trolleys; vases. E.S.B. 35271/69/J.

**Bulletin 170/69**

Inquiry for angles, bars and plates; bed-linen; builders hardware; cables; carpets; cement; chemicals; laboratory equipment; pipes and fittings; protective clothing; pumps; raincoats; ropes and twines; sanitaryware and fittings. E.S.B. 36412/69/J.

**Bulletin 171/69**

Inquiry for chalk stick plant. E.S.B. 36779/69/J.

Inquiry for paper. E.S.B. 31290/69/J.

### LIBYA

**Bulletin 170/69**

Inquiry for water drilling equipment. E.S.B. 36794/69/J

### MALAGASY REPUBLIC

**Bulletin 171/69**

1s. Inquiry for builders hardware; electric lights and fittings; floor coverings; glass; lifts; paints; sanitaryware. E.S.B. 33421/69/J.

### MALAWI

**Bulletin 171/69**

Agency inquiry for neckties; towels: underwear. E.S.B. 20658/69/J.

### MALTA

**Bulletin 168/69**

Agency inquiry for fuse units. E.S.B. 35828/69/J.

### MOROCCO

**Bulletin 168/69**

Inquiry for soft steel axles; steel tubes. E.S.B. 35767/69/J.

**Bulletin 169/69**

Inquiry for gelatine capsule manufacturing equipment; powder filling equipment. E.S.B. 34829/69/J.

**Bulletin 171/69**

Agency inquiry for agricultural equipment; engines; vehicle spare parts. E.S.B. 26315/69/J.

### NETHERLANDS

**Bulletin 168/69**

Inquiry for gauges. E.S.B. 36565/69/J.

**Bulletin 169/69**

Inquiry for control and regulating equipment; heat exchanges. E.S.B. 36396/69/J.

### NEW ZEALAND

**Bulletin 168/69**

Inquiry for rings for binders. E.S.B. 36706/69/J.

Inquiry for pitch. E.S.B. 36592/69/J.

Inquiry for nylon mesh. E.S.B. 36513/69/J.

**Bulletin 170/69**

Inquiry for force measuring instruments. E.S.B. 28351/69/J.

### NIGERIA

**Bulletin 168/69**

Inquiry for diesel generating sets; drilling machines; graders; lathes; low loaders; pneumatic road rollers; tool and gear cutting machines. E.S.B. 31602/69/J.

**Bulletin 170/69**

*Inquiry for denim; overall cloth. E.S.B. 17693/68/J.

**Bulletin 171/69**

Inquiry for bus bodies; door furniture; fan components; jigs and fixtures; steel products; tools and dies. E.S.B. 36902/69/J.

### NORWAY

**Bulletin 169/69**

Inquiry for PVC manufacturing plant; plastic manufacturing and extruding plant. E.S.B. 36349/69/J.

**Bulletin 171/69**

Agency inquiry for cupro-nickel. E.S.B. 35226/69/J.

### PAKISTAN

**Bulletin 170/69**

Inquiry for ribbon spooling machinery; gumming machine. E.S.B. 36901/69/J.

**Bulletin 171/69**

Inquiry for shoe grindery machinery. E.S.B. 36415/69/J.

### PORTUGAL

**Bulletin 169/69**

Inquiry for cold rolled steel strip. E.S.B. 36388/69/J.

**Bulletin 170/69**

Agency inquiry for electronic equipment for ships. E.S.B. 36353/69/J.

### PUERTO RICO

**Bulletin 168/69**

Inquiry for acrylic sheets; hoses and fittings; steel angle. E.S.B. 35710/69/J.

### ST. LUCIA

**Bulletin 169/69**

Inquiry for air conditioning units. E.S.B. 36508/69/J.

### SIERRA LEONE

**Bulletin 169/69**

Inquiry for fountain pumps. E.S.B. 36045/69/J.

### SINGAPORE, REPUBLIC OF

**Bulletin 170/69**

Inquiry for tool and die workshop equipment. E.S.B. 31302/68/J.

### SOUTH AFRICA

**Bulletin 169/69**

Agency inquiry for reproduction paintings. E.S.B. 36704/69/J.

**Bulletin 170/69**

Agency inquiry for motor spares, tools and accessories. E.S.B. 35562/69/J.

Inquiry for battery cases. E.S.B. 36770/69/J.

**Bulletin 171/69**

Agency inquiry for nylon tricot. E.S.B. 11826/69/J.

Agency inquiry for building supplies. E.S.B. 36531/69/J.

### SOUTHERN YEMEN

**Bulletin 168/69**

Inquiry for machinery for the manufacture of biscuits; nails; paper bags and rubber sandals. E.S.B. 35669/69/J.

### SPAIN

**Bulletin 170/69**

Inquiry for blow moulding machinery; plastic extrusion machinery. E.S.B. 36352/69/J.

### SWAZILAND

**Bulletin 170/69**

Inquiry for tyre cases. E.S.B. 36788/69/J.

### SWEDEN

**Bulletin 169/69**

Inquiry for yarns. E.S.B. 36434/69/J.

**Bulletin 171/69**

Inquiry for fountain units. E.S.B. 37003/69/J.

### SWITZERLAND

**Bulletin 168/69**

Agency inquiry for vinyl sheeting and film. E.S.B. 34688/69/J.

Inquiry for automobile parts and accessories. E.S.B. 28674/69/J.

Agency inquiry for drilling machines. E.S.B. 33622/69/J.

Agency inquiry for paper – further information. E.S.B. 25250/69/J.

**Bulletin 169/69**

Agency inquiry for dresses. E.S.B. 36489/69/J.

*Inquiry for plastic coated paper; plush for shoe lining; synthetic leather. E.S.B. 47228/68/J.

**Bulletin 170/69**

Agency inquiry for clothing. E.S.B. 36507/69/J.

Agency inquiry for paper-cup dispensers. E.S.B. 36705/69/J.

Agency inquiry for shop fittings. E.S.B. 35246/69/J.

**Bulletin 171/69**

Inquiry for hexagonal flat-collar nuts. E.S.B. 37023/69/J.

4s. Agency inquiry for stainless steel rods. E.S.B. 36430/69/J.

### SYRIAN ARAB REPUBLIC

**Bulletin 169/69**

Inquiry for crane; hydraulic lift. E.S.B. 20990/69/J.

### TAIWAN

**Bulletin 171/69**

16s. Inquiry for complete hospital equipment. E.S.B. 31341/69/J.

### THAILAND

**Bulletin 170/69**

Agency inquiry for cellulose film; aluminium foil; filter tips. E.S.B. 30635/69/J.

### TRINIDAD/TOBAGO

**Bulletin 168/69**

Inquiry for glass fibre. E.S.B. 3017/68/J.

Inquiry for lifting mechanisms. E.S.B. 36554/69/J.

**Bulletin 170/69**

Inquiry for automobile spare parts. E.S.B. 36527/69/J.

### UNITED ARAB REPUBLIC (EGYPT)

**Bulletin 170/69**

Inquiry for agricultural equipment and supplies; chemicals; library supplies and equipment; office machinery; teaching equipment. E.S.B. 36002/69/J.

### UNITED STATES OF AMERICA

**Bulletin 168/69**

Inquiry for textile machinery and parts. E.S.B. 25410/69/J.

Agency inquiry for marine hardware. E.S.B. 36350/69/J.

**Bulletin 169/69**

Inquiry for engine components. E.S.B. 36486/69/J.

Inquiry for venetian blinds. E.S.B. 36359/69/J.

4s. Inquiry for shelf brackets. E.S.B. 36037/69/J.

Inquiry for plastic bottles. E.S.B. 36487/69/J.

**Bulletin 170/69**

Inquiry for gear generating tools; gear holes; gear shapers; grinding wheels; workshop supplies. E.S.B. 36510/69/J.

*18s. Inquiry for equalizer bars; hangers. E.S.B. 14824/69/J.

Inquiry for contractors equipment. E.S.B. 36539/69/J.

Manufacture under licence – disposable medical goods. E.S.B. 36518/69/J.

**Bulletin 171/69**

2s. Inquiry for pipe fittings and unions. E.S.B. 33802/69/J.

Inquiry for fish. E.S.B. 37211/69/J.

Inquiry for foodstuffs. E.S.B. 36921/69/J.

### USSR

**Bulletin 170/69**

International Exhibitions in 1970 – Moscow.

### VARIOUS

Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

**Bulletin 171/69**

Ministry of overseas development – Consulting services. E.S.B. 1209/G/J.

### VENEZUELA

**Bulletin 170/69**

Inquiry for sawing machine. E.S.B. 31459/69/J.

Inquiry for steel sheets. E.S.B. 36541/69/J.

**Bulletin 171/69**

Inquiry for automotive service equipment; hand tools. E.S.B. 36746/69/J.

Manufacture under licence – valves. E.S.B. 36795/69/J.

### ZAMBIA

**Bulletin 170/69**

Inquiry for jewellery. E.S.B. 36536/69/J.

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# Export Missions and Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 660 of September 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

### Middle East tour

MR. J. COX, assistant export manager of E. C. De Witt & Co. Ltd., of East Croydon, left recently to visit Greece, Cyprus and other countries to discuss the appointment of agents for the company's various toiletry (Potter & Moore) and pharmaceutical interests in the Middle East.

### Technical director for US trip

FOLLOWING the company's successful initial year of selling laminating machines in the United States, Mr. Brian Bolton, technical director of Morane Plastic Company Ltd., of Staines, Middlesex, left for the United States at the end of August. After installing equipment and instructing in its operation on the West Coast, he attended the National Association of Photo-Lithographers Exhibition in Chicago, from September 3 to 6, where Morane exhibited a pile feed automatic Maxibond film laminator and the latest RST universal gluing machine. The Maxibond uses thin, high-gloss films for the protection and enhancement of appearance of many types of printed matter, while the RST can be used for a variety of gluing functions; mounting, strutting and stencil gluing.

## OUTWARD MISSION

### 1,000th mission

THE 1,000th MISSION to receive BNEC financial assistance will take off on Sunday next when the Ship and Boat Builders National Federation party (19 strong) leaves London Airport for Boston, Chicago, Los Angeles, Miami and New York. Sir Peter Runge, chairman of BNEC, will see the mission off.

Of the 999 missions to date, 480 have been outward selling missions of British businessmen, 185 inward missions of foreign buyers and 334 market research missions and reconnaissances for outward missions.

### Round-the-world mission

LORD BRECON, chairman of Stothert and Pitt Ltd., the Bath engineering group, left London Airport on a round-the-world mission on September 7. His month-long tour will include visits to India, Thailand, Malaya, Australia, New Zealand, United States and Canada. Lord Brecon, who will be accompanied by Lady Brecon, will meet Stothert & Pitt agents and leading customers in the various countries, as well as visiting subsidiary companies in Australia and Canada. He will be joined during the Australian part of his visit by Dr. W. H. Darlington, the company's managing director.

Commenting on his tour, Lord Brecon says: 'Although Stothert & Pitt have recently expanded in the Common Market areas, I am conscious of the important markets that exist in the countries I am visiting. The company has long-standing links with the Far East, Australia, New Zealand and Canada which must be consolidated and strengthened to develop our business there.'

Among Stothert & Pitt's major products are 'Vibroll' vibrating rollers, concrete mixers, quarry plant, asphalt plant and tower cranes for the construction industry, pumps for the oil distribution and marine industries and deck machinery, in addition to the dockside cranes so well known all over the world.

## INWARD MISSION

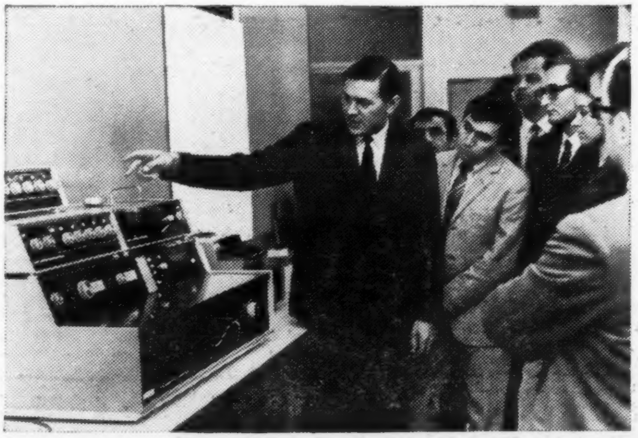
### Visitors from Nigeria

THE AFRICA COMMITTEE of the BNEC are sponsoring a mission of nine top businessmen from Nigeria who will spend two weeks in the United Kingdom from October 12. The delegates are all members of the Nigerian Association of Chambers of Commerce and Mines and will be led by Chief S. L. Edu, president of the Association. BNEC Africa regard this as one of the most important missions ever to have been sent from Nigeria. The members, all of whom hold senior positions in Nigerian commerce and industry, are: Mr. Otunba J. Ade Tuyo, president, Lagos Chamber of Commerce, and managing director, De Facto Bakeries and Catering Ltd.; Mr. A. S. Guobadia, managing director, Maiden Electronics Nigeria Ltd.; Mr. Kolawole Oronti, managing director, Kolawole Electrical Stores, Ibadan; Mr. G. I. Oviasu, president, MD-West Pharmaceutical Society, and managing director, Karo Stores Ltd.; Chief N. A. Mene-Afejuku, president, Warri Chamber of Commerce, and managing director, Central Commercial Enterprises; Mr. Ekpeyong E. Esien, president, Calabar Chamber of Commerce, and general merchant; Mr. Alhaji Baba Danbappa, president, Kano Chamber of Commerce; and Chief F. S. Osagie, managing director, Francis E. Osagie and Sons Ltd.

Apart from being president of the Association of Chambers of Commerce, Chief Edu has wide business interests in transport and insurance.

Companies interested in this mission should contact: Mr. J. B. Davies of BNEC Africa, 6-14 Dean Farrar Street, London, S.W.1.

*A top management group from the Japanese Purchase Federation Zenkoren, led by their manager, Tamenori Takai (second right), have just made their first ever tour of the Ford tractor assembly plant in Basildon, Essex. The Federation represent the buying interests of 65 per cent of the farmers in Japan.*



*A group of visitors from 12 different countries, including India, Mexico, Yugoslavia and Japan, were recently at the Cambridge head office and factory of Pye Unicam Ltd., during a visit sponsored by Barclays Bank. They are seen here being shown a spectrophotometer by Mr. Trevor Dixon, senior area marketing manager.*

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for mention on these pages.**

### Music series for Canada

On September 4 the British-controlled publishing company of Fabbri & Partners inaugurated an important occasion – the publication of the first of 'The Great Musicians' series to be launched on the Canadian market. The series, already well known in Britain where over 1,250,000 copies were sold in the first five months of their publication, comprises well-produced books in full colour, with a 33⅓ rpm record in a wallet of the back cover. Over a period of 84 weeks, the books and records build up into a musical encyclopaedia featuring 20 of the world's greatest composers of classical music.

In Canada, where Fabbri will spend $50,000 in four weeks to advertise the series, the books will sell at $2.50 each. An initial shipment of 100,000 copies has been made of the first four subjects in the series – said to be almost as many as the total of all British records exported to Canada in the whole of 1968.

### Bracelets from Britain

American girls are wearing bracelets made in Britain.

'We are now able to compete quite well in America with the Italians and the Germans, and America is probably the toughest market there is,' says Roy King, of Watford. He claims to have the most modern factory in the country making the kind of wrist jewellery the Swiss used to make almost exclusively. Production is about 60 per cent up on last year. Most of Mr. King's output goes to America, the Dutch West Indies, Belgium, Spain and Switzerland. A speciality is described as the 'most bendable' bracelet in Europe.

### Computers to deal with overseas orders

A £30,000 desk-computer scheme is being introduced at the Bournville export office of Cadbury Schweppes Ltd. to help cope with an increase in overseas sales. The new equipment will be able to carry out calculations in any currency in the world in a fraction of the time taken by conventional methods. It will also send out invoices and accounts to customers all over the world.

The Company now sells to over 100 countries, and exports have more than doubled in the past six years to the present total of £7·8 million a year.

The new computer system can be linked to Cadbury's main computer installation for recording statistics. When the export office is fully computerized, probably early in 1970, it will be one of the first units at Bournville to use the decimal pound system of accounting.

### Moroccan dam grouting contract

Cementation Ground Engineering Ltd. has been awarded a contract worth approximately £250,000, for the grouting of the new Ait-aadel dam across the River Tessaout in Morocco. The dam, about 50 miles east of Marrakesh, is designed to fulfil power and irrigation requirements for a large area of Morocco.

Crest length of the dam is 600 metres and the maximum height approximately 80 metres. The foundation strata of the dam is basalt. A special feature of the work is the provision of vibrating wire piezometers deep in the foundations so that pore pressure can be accurately measured. The piezometers have been designed by Britain's Building Research Station and it is understood to be the first time that such instruments have been installed in a dam anywhere in the world.

The dam is due for completion in September 1970.

### Cable orders worth £750,000

Pirelli General Cable Works Ltd. has received two orders together valued at over £750,000 from the Electricity Commission of New South Wales for the supply and installation of 132,000 volt oil-filled cables in the Sydney area.

The first contract is for a 1½mile double-circui installation between Greenacre Park sub-station and the Potts Hill Transition Point, while the second contract is for an 8½ mile double-circuit installation between the Lane Cove, Dalley Street and Surry Hills sub-stations.

### Loading arms for Singapore and Nova Scotia

Esso Singapore Ltd. and Gulf Canada Ltd. have between them placed orders to the value of £500,000 for marine terminal loading arms for ship-to-shore tanker connections designed and manufactured by Woodfield Rochester Ltd., o Whitstable, Kent, members of the Charterhouse Group of Companies. The orders were won in the face of fierce German, French and American competition and include a wide range of various sizes of this equipment.

The loading arms will be supplied to Singapore and Point Tupper, Nova Scotia, where new refineries are being built.

### Forging hammer for China

B. & S. Massey Ltd. forging machinery specialists, of Openshaw, Manchester, have been awarded a £60,000 contract by the China National Machinery Import and Export Corporation for the supply of a 3,000 Kg (3-ton) double-acting compressed air die forging hammer, due for delivery in early 1970. A similar forging hammer had been supplied on a previous occasion.

### £500,000 order for electric motors

A customer of Brook Motors Ltd. has placed a further contract for £500,000 worth of sealed units for 1970. This order will be shipped to West Berlin, where the units will be incorporated in refrigeration equipment. Production at the Rochdale factory of Brook Motors will be increased to meet the demands of this latest order.

### Gas plant for Japan

The Power-Gas Corporation Limited, of Stockton-on-Tees, a member of the Davy-Ashmore Group, has won a further order in Japan for steam reforming plant to produce 19 million standard cu. ft. per day of town gas for the Toho Gas Company.

Over the past six years Power-Gas has designed 15 streams of plant rated at 240 milion standard cu. ft. per day for other town gas producers in Japan.

### Domestic packs protected wine bottles

The Merrydown Wine Co., of Horam, Sussex, recently received a rush order from Nigeria for 2,000 case-loads of wine. The order allowed only three weeks for shipment, including sampling. Case stocks were not big enough to meet the sudden demand; only 600 export cases were in stock, and the balance of 1,400 could not be delivered in time to meet the deadline. However, they did have in stock home trade packs – 'B' Flute corrugated cases and Lockfast divisions from Thames Case Limited – so most of the wine was shipped in these domestic packs instead of double-wall export cases with 'A' Flute liner and divisions.

The 2,000 palletized cases were sent by road to Shoreham, by coaster to Rotterdam, and from there to Lagos, where they were shipped to three distribution depots by road. Only 40 bottles were broken in nearly 17,000 – a breakage level claimed to be much lower than for similar products shipped by other companies to Nigeria. In fact, Merrydown considered that at least part of this breakage resulted from the use of strapping on the pallet loads, which had stretched and became loose in transit, rather than any weakness inherent in the pack.

### £1 million orders in three months

Orders worth £1 million for gas turbines have been won by the Ruston Turbine Division during the past three months from one customer alone, the Kuwait Oil Company. A repeat order for six turbines was booked recently from this company to add to nine similar turbines ordered in May.

This latest order increases the number of Ruston gas turbines in operation or on order for the Kuwait Oil Company to 42, and the total number of Ruston gas turbines installed in Middle East oil fields to 180.

### Overhead lines for Trucial States

British Insulated Callender's Construction Company Limited have been awarded contracts totalling £46,560 by the Trucial States Council for the supply and supervision of erection of 22 miles of 6.6 kV and low voltage overhead lines. Work is expected to being early in 1970. The consulting engineers are Messrs. Kennedy and Donkin.

### British jets for Germany

Germanair, the Frankfurt-based independent airline, is implementing its fleet expansion plans with an order for three of the latest BAC One-Eleven 500 jet airliners for delivery starting in October. Total value of the order, including spares, is around £5½ million.

Germanair is to use the new jets – seating up to 114 passengers – on a wide-ranging network of inclusive tour holiday routes to Mediterranean and North African centres from leading cities in Germany in conjunction with numerous German tour operators. These jets are powered by Rolls-Royce Spey-25 fan-jet engines, cruise at speeds of up to 550 mph and operate over distances of up to 1,500 miles.

Fifteen airlines in Europe have now ordered 84 One-Elevens. They operate throughout Europe, North, Central and South America, and in Africa, the Far East and Australia and serve destinations in over 50 countries. In 1968 BAC achieved a third of the world total twin-jet sales. Total One-Eleven sales of all types is now 183 which, with spares, are worth over £260 million. Of these, 115 – 63 per cent – are export sales.

### Toy orders up nearly 25 per cent

The British Toy Manufacturers Association announce an important increase in the export of British toys during the first six months of this year – orders amounted to £15.79 million (£12.80 million during the same period last year), an increase of nearly 25 per cent. The main markets were the United States, Canada, West Germany and France.

### Chemical process pumps for East Germany

Allen Gwynnes Pumps Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd., have obtained an order from Vickers-Zimmer Ltd., London, for 60 process pumps for a new plant to produce terephthalic acid being built in East Germany. The pumps will have outputs between 12 gal/min and 495 gal/min. This is the second similar order for special-purpose pumps Allen Gwynnes have received from Vickers-Zimmer, the main contractors for a number of chemical plant projects in East Germany.

*A recent visitor to the Ford Tractor Plant was Mr. Pancho Hernandez (centre), president of the Ford Tractor Dealership in Queretaro, Mexico, and president of the Mexican Dealer Council. He was accompanied by his son and Mr. Enrique Lopez (right), a prominent rancher in Puebla, Mexico. Describing the assembly of a Ford tractor engine is Mr. Frank Jeffrey of United Kingdom Export Office, Overseas Tractor Operations.*

### Second £1 million order for cranes

Herbert Morris Ltd. have won a £1 million order from United States Lines Inc. for three container quay cranes to be installed at Port Elizabeth, New Jersey. The contract, won against stiff international competition was clinched by Mr. Harold Flavell, managing director of Herbert Morris Ltd., during his recent world sales tour (reported in this journal, August 20 issue).

The cranes, built to a sliding-boom design, are expected to give record turnround times in the handling of 40-ton (45 US tons) containers.

This latest order is in addition to the £1 million order for container cranes won by Morris in the past year and previously reported, for three ship-to-shore cranes are currently being installed at the Seatrain Lines, Weehawken (New Jersey), dock complex. (*See picture, page* 673).

'A week ago I'd lost this latest order,' Mr. Flavell told a *Journal* representative on his return from New York, 'but I managed to get it back within hours. In such a situation you can either grab your hat, bid farewell, and fly home again, or decide to stay and keep on pressing for the order.'

Mr. Flavell kept on pressing, discussing the specifications of his cranes in detail – and came away with this latest £1 million order.

### Increased sales of cellulose film

Figures released by the Transparent Cellulose Wrappings Committee (representing the three United Kingdom cellulose film manufacturers) show that the industry has made substantial progress during the past year and achieved exceptional results with exports. Total industry sales during the year ended June 1969 were up 12 per cent at 79,400 tons. United Kingdom sales totalled 52,100 tons, an increase of nearly 6 per cent on the previous year, while exports at a record 27,300 tons were nearly 26 per cent higher. Total industry sales were valued at £37,092,000, exports at £11,285,000.

Demand for cellulose film has been high during the first half of 1969 and the industry is taking an optimistic view of the future, both immediate and long-term.

The three manufacturers which comprise the cellulose film industry are: British Cellophane Limited, British Sidac Limited and Transparent Paper Limited.

### £50,000 orders for telephone equipment

The Telephone Manufacturing Co. Ltd., of Orpington, Kent – a member of the Pye of Cambridge Group – recently announced two orders valued at £50,000 from Saskatchewan and Manitoba for multiplex equipment to extend existing telephone networks.

### Increased sales

Barwell Engineering Ltd., of Swavesey, Cambridge, makers of rubber processing machinery, increased their export sales for the first seven months of this year by over 57 per cent compared with the same period of 1968. The proportion of export sales is claimed to be approximately 80 per cent of the company's turnover.

The company received the Queen's Award to Industry in 1969, both for export achievement and for technological innovation in machinery for preforming rubber blanks for compression moulding.

### Australian contracts worth £1.6 million

Costain (Australia) Pty. Limited, part of the British Costain Group, has gained new contracts worth more than £1.6 million. Under two contracts together worth nearly £500,000, Costain is to build a large finished goods warehouse at Botany, New South Wales, for Kelloggs (Australia) Pty. Limited, and is carrying out alterations to an existing cornmill. The consulting engineers are McDonald, Wagner & Priddle. In addition, a five-storey office block is to be built for Central and District Properties (Australia) Pty. Limited at St. Kilda Road, Melbourne. The £450,000 contract is scheduled for completion in 11 months. The architects are McIntyre, McIntyre Pty. Limited; the mechanical and electrical engineers, John Connell and Associates; and the quantity surveyors, Rider Hunt and Partners.

The company has also won a £350,000 contract to fit out and complete the areas to be occupied by Qantas Airways Limited at Sydney's new international air terminal – being constructed by Costain under a £7 million contract.

Other new contracts won by Costain include the building of a two-storey administration block costing £140,000 for Bowater-Scott (Australia) Pty. Limited in Melbourne, and the construction of an officers' mess and extensions to a training centre at Enoggera Army Camp, Queensland, under contracts together worth nearly £200,000 awarded by the Commonwealth Department of Works.

### Radiator machinery for Cuba

Joshua Bigwood & Son Ltd. (Greenwood & Batley Group), of Wolverhampton, have received an order valued at over £20,000 for the supply of motor-car radiator tube machinery for Cuba. They are also supplying similar machinery to Poland and Rumania.

### Containers leased by United States company

Commercial Finance (Containers) Limited, the Manchester-based container hire firm, has landed its first big overseas order, worth $150,000 (£60,000). A New York freight company will lease a large number of the company's 20 ft. standard steel containers for their customers' European and American shipments.

### German order for burner heads

Geo. Bray & Co. Ltd., the Leeds engineering firm, have won an order from West Germany worth £32,000 for one million burner heads. Deliveries will begin later this year and will be completed early next year.

### Magnetic tape copying plant for S. Africa

Against competition from the United States and Germany, Leevers-Rich Equipment Ltd., of Wandsworth, London, have won an order from one of South Africa's leading vending companies, Manley Van Niekerk Studios (Pty) Ltd., Johannesburg, for a complete high-speed magnetic tape copying plant. This plant, to be operating early in 1970, is for the production of cassette and eight-track cartridge tapes for domestic tape players which are becoming increasingly popular in South Africa, particularly in cars.

The contract, which includes installation supervision, is worth approximately £30,000. The same company is also placing orders with Leevers-Rich for film dubbing equipment.

### Rumania buys British nuclear plant

An order from Rumania for a nuclear decontamination plant has been announced by Fairey Engineering Ltd. of Stockport, Cheshire. Worth more than £350,000, the order – which brings the company's exports of nuclear plant since the beginning of the year to over £2½ million – is Fairey's second from Rumania; a £100,000 training reactor ordered in 1966 is now operational.

This second Rumanian order brings Fairey Engineering's overseas contracts for nuclear plant in recent years to a total of five, including the sale of a research reactor to the Federal Research Institution, Switzerland, in 1965, a research reactor to Chile in 1968, and six research and training reactors to Brazil in July this year.

### Norwegian meter contract

Sifam Electrical Instrument Co. Limited, of Torquay, Devon, have received an order to supply over 2,000 moving-coil meters for a NATO contract in Norway. The order, obtained after a series of exhaustive product tests in Norway, is for Director type 34A taut-bend meters built to meet stringent handling and environmental conditions.

### Package kilns for ceramic industry

Package tunnel kilns, prefabricated in sections and erected on site in a fraction of the time taken by traditional methods, have already earned Britain more than £250,000, and many experts hold the view that package kilns may well change the whole approach to kiln construction for the ceramic industry.

In the past few months Gibbons Brothers Limited, of Brierley Hill, Staffs., have received orders worth more than £250,000 for package kilns to fire vitreous sanitary ware in Portugal, Malaysia and Thailand, floor tiles in Georgia in the United States, mosaics in Spain and wall tiles in Greece.

### Fertilizer plant for Belgium

Occidental Chemical Processes Corporation, a subsidiary of Occidental Petroleum of Los Angeles, have awarded Woodall-Duckham, of Crawley, Sussex, the order for a 100-tons-per-day superphosphoric acid production plant which is being installed at the Engis works of Societe de Prayon in Belgium. The plant will use the Oxy-Nordac process (Nordac is a Woodall-Duckham Group company) and Woodall-Duckham are responsible for the engineering, procurement of specialized equipment, erection supervision and commissioning of the installation.

The new plant will help greatly towards satisfying world demand for liquid fertilizers, currently running at an all-time record level.

*The Soviet trading corporation Raznoexport has recently put in an order with Doulton Fine China Limited for 150 12-place dinner services. Valued at nearly £6,000, this is believed to be the biggest single order for English fine china that Russia has placed since the war.*

### £300,000 installations in Spain

Among contracts being carried out by Electric Construction (Wolverhampton) Limited, a member of the Aberdare Holdings Group, is a fourth repeat order from a Spanish customer for a Ward Leonard controlled cold steel mill drive. When installed in the spring of 1970, there will be seven similar installations by Electric Construction Limited in northern Spain, with a combined value of £300,000.

### Excavator orders up

Ruston-Bucyrus Limited, the Lincoln crane and excavator makers, received a 41 per cent increase in export orders in the half-year ending in June, compared with 1968. Orders currently in progress are worth over £3 million.

### Beer kegs for Holland

An order for stainless steel beer kegs worth over £100,000 has been received by Fairey Stainless Ltd., of Stockport, Cheshire, from the 'De Drie Hoefijzers' Brewery in Breda, Holland. This order reflects the growing demand for the keg system of beer packaging on the Continent, where previously beer-drinkers preferred bottled beer.

### £200,000 Singapore dockyard crane contract

Stothert & Pitt Ltd., of Bath, have been awarded a contract worth nearly £200,000 to supply five shipyard cranes for the Keppel Dockyard (Private) Ltd., Singapore. The order comprises two jib cranes each with a 10-ton lifting capacity, two of 7-ton and one of 5-ton capacity.

### Two electron microscopes for USSR

Orders valued at over £40,000 for two EM8 electron microscopes have been received from the USSR by AEI Scientific Apparatus Division, Harlow – part of GEC-Elliott Automation Limited. Both instruments are destined for installation in Moscow, where one will be used for medical research and the other for geological research.

The two orders can be directly attributed to AEI participation in the Automat Exhibition held earlier this year in Moscow. Russian scientists were able to see the two instruments in operation on the AEI stand and compare the performance of the British instruments with similar equipment from other countries.

This success follows the sale by AEI of two electron microscopes in the USSR at an exhibition last year.

### Cable orders from the US

The Supertension Cables Division of British Insulated Callender's Cables Limited has received a contract for the supply and installation of 525 kV cable and associated accessories from the United States Department of the Interior for the Bureau of Reclamation's Grand Coulee Third Power Plant on the Colombia River in the State of Washington. This is said to be the world's first 525 kV ac commercial cable installation.

The value of the contract is $2.943 million (£1.2 million), embracing the supply of a total of 57,800 ft. (just over 10 miles) of single-core cable. There will be a two-year testing programme for this advanced design of cable, and the installation will take place in 1973 and 1974.

### Extensions and increased orders

For the first seven months of this year export orders received by Stenner of Tiverton Ltd. for their sawmilling machinery represented an increase of 170 per cent above the corresponding figure for last year.

The combined effect of a three-part extension scheme will add about 10,000 sq. ft. to the present buildings of the company. The scheme includes a new technical block which will house the staff now working in two separate drawing offices and will also accommodate the technical executives; a machine-shop which is being enlarged and altered to form an uninterrupted span building; and the adaptation of a building previously used by the development department and drawing office as a new general stores department.

### Tube for heat exchangers in Venezuela

Tube Products Ltd., of Oldbury, Worcestershire, have received an order worth £30,000 for the supply of tube to be incorporated in the manufacture of heat exchangers for an oil refinery in Venezuela.

### £90,000 orders for carbon coating machines

Orders valued at £90,000 have been received by James Halley and Sons Limited, West Bromwich, a Baker Perkins company, for carbon coating machines for customers in Canada, Australia, Poland and Finland, the last-named being a repeat order. The machines are web fed and operate at speeds of 1,000 feet a minute.

### Pyrotechnics for Denmark

In the face of stiff competition, Schermuly Limited, of Newdigate, Dorking, Surrey, manufacturers of marine pyrotechnics for over 70 years, have won a five-year contract with the Royal Danish Navy for the supply of distress signals to the entire fleet.

### Cuff-links popular in Japan

Demand for British-made cuff-links in Japan has helped to raise a five-year-old company's export sales by 22 per cent. Mr. K. W. Lessons of Cado Designs Ltd., who also lectures at the Royal College of Art, said his firm tried the Japanese market on the strength of British Week interest. They took £15,000 worth of opening orders from six top stores. A newcomer had difficulties in finding the best people to deal with, but Mr. Lessons said the British Embassy 'saved us invaluable time.'

Mr. Lessons said the Japanese were most conscious of his company's new designs, largely in stainless steel and acceptable to different age groups. They had delivered 30,000 pairs of links as a result of their visit.

### Luxury coach for Russia

A further advance in Anglo-Soviet trade was made by Duple Group Sales Limited when a Viceroy 37-ft. luxury coach based on a Bedford VAL chassis left London's Surrey Commercial Docks recently for Leningrad.

Believed to be the first full luxury coach to be supplied to the Soviet Union from this country, this order is the latest in a series in which the Duple Group have supplied coaches to the Russian Embassy in London, the British Embassy in Moscow, the Ministry of Foreign Trade in Russia and their counterpart in this country, the Russian Trade Delegation.

This latest coach is to be operated on excursions and tours from Moscow to the Black Sea holiday resorts.

### Turbines for Alaskan oil fields

The Ruston turbine division of English Electric Diesels Limited has won orders worth nearly £250,000 to supply four gas turbines for the Alaskan oil fields. The turbines will be installed in pairs on two platforms standing at sea some 10 miles from shore. One pair, ordered by Atlantic Richfield of Dallas, Texas, will drive generators to provide electrical power; the other pair, ordered by the Mobile Oil Corporation, will drive water pumps used to increase the oil flow from the well. The turbines will be working continuously in temperatures of −40°F (some 70° of frost).

### £2 million dredge for Brazil

Upper Clyde Shipbuilders have received an order for a dredge worth over £2 million, from the Brazilian Government. The contract, subject only to the formal approval of the authorities in both countries, was placed through the group's dredge-building subsidiary Simons-Lobnitz Ltd., and is the second large dredge order to be announced by the company in the past month – a £2.5 million suction dredge for the Anglo-Dutch concern, Costain-Blankevoort, was placed at the end of June – and brings the total value of dredge work on the order book to around £8 million.

The new contract was won in the face of strong international competition, including Japan and Holland. The dredge, to be built in the Govan division of UCS, is for the Brazilian Government Departments of Ports and Channels.

### Instrumentation for Finnish paper mill

Contracts worth nearly £200,000 have been awarded to Kent Instruments Limited, Luton, Beds., for the supply, installation and commissioning of instrumentation for a newsprint paper-making mill in Finland.

All work will be handled by Kent Instruments in co-operation with their Finnish agents, OY Regulator AB. A considerable part of the sum involved will be covered by credit from the United Kingdom under ECGD cover.

### Liferafts for German Navy

The standard Dunlop Mk. V Seamaster liferaft, originally designed for use by yachtsmen, has been specially modified to meet the requirements of the West Germany Navy. The liferaft, now capable of operation at full SOLAS (1960 Safety of Life at Sea Convention) low-temperature conditions, down to −30°C., has been given a NATO codification and will be generally installed on German naval vessels. The Board of Trade Mk. IV version has also received a NATO codification. The liferafts are manufactured by the company's Manchester-based GRG division.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Common agricultural policy*

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

### GENERAL

The *Journaux Officiels des Communautés Européennes* Nos. L213 and L214 dated August 25, 1969 contain the texts of a number of Regulations relating to certain measures to be taken in the various agricultural sectors following the devaluation of the French franc. The Regulations are as follows:

| Regulation No. | Relevant Agricultural Sector | Journal Officiel No. |
|---|---|---|
| 1660/69 | Agriculture | L 213 |
| 1661/69 | Fats | L 213 |
| 1662/69 | Avicultural products | L 213 |
| 1663/69 | Fruit and vegetables | L 213 |
| 1664/69 | Live plants and products of the flower-growing industry | L 213 |
| 1665/69 | Pigmeat | L 213 |
| 1666/69 | Cattlemeat, beef and veal | L 213 |
| 1667/69 | Milk and milk products | L 213 |
| 1668/69 | Processed products with a fruit or vegetable base | L 214 |
| 1669/69 | Sugar | L 214 |
| 1670/69 | Cereals and rice | L 214 |
| 1671/69 | Goods covered by Regulation (CEE) No. 1059/69 (Processed Agricultural Products) | L 214 |

### SUGAR

**Regulation (CEE) No. 1681/69** relates to the sale, by auction, of a quantity of sugar held by the German Intervention Organization (*Journal Officiel* No. L216 dated August 27, 1969).

**Regulation (CEE) No. 1715/69** fixes the basic amount of the refund for syrups, and certain other products of the sugar sector, exported in a natural state (*Journal Officiel* No. L219 dated August 30, 1969).

**Regulation (CEE) No. 1721/69** fixes the rates of the refunds applicable from September 1, 1969 to sugar and molasses exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L219 dated August 30, 1969).

### MILK AND MILK PRODUCTS

**Regulation (CEE) No. 1682/69** modifies **Regulation (CEE) No. 1615/69** relating to auctions for the disposal of butter held in stock by the German, French and Dutch Intervention Organizations and intended for direct consumption in the Community (*Journal Officiel* No. L216 dated August 27, 1969).

**Regulation (CEE) No. 1720/69** fixes the rates of the refunds applicable from September 1, 1969, to certain milk products exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L219 dated August 30, 1969).

**Regulation (CEE) No. 1723/69** relates to auctions for the disposal of butter held in stock by the German, French and Dutch Intervention Organizations and intended for direct consumption in the Community (*Journal Officiel* No. L219 dated August 30, 1969).

**Regulation (CEE) No. 1724/69** relates to an auction for the disposal of butter held in stock by the French Intervention Organization and intended for processing (*Journal Officiel* No. L219 dated August 30, 1969).

**Regulation (CEE) No. 1726/69** modifies **Regulation (CEE) No. 1667/69** in so far as it concerns the reduction of the subsidy paid by France for powdered skimmed milk (*Journal Officiel* No. L219 dated August 30, 1969).

### CEREALS AND RICE

**Regulation (CEE) No. 1683/69** modifies **Regulation (CEE) No. 1415/69** relating to the reductions and rebates to apply to intervention in the cereals sector (*Journal Officiel* No. L217 dated August 28, 1969).

**Regulation (CEE) No. 1722/69** fixes the rates of the refunds applicable from September 1, 1969, to certain products in the cereals and rice sectors exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. 219 dated August 30, 1969).

### CUSTOMS LEGISLATION IN THE EEC

*The Board of Trade Journal* dated April 18, 1969 (page 1138) contained an announcement about **Regulation (CEE) No. 542/69** concerning the transit of goods within the Community.

The *Journal Officiel des Communautés Européennes* No. L212 dated August 25, 1969, contains the text of **Regulation (CEE) No. 1617/69** establishing the specimens to which the Community transit declaration forms must correspond, as set out in Article 60 of **Regulation (CEE) No. 542/69.**

The French text of the Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423).

## Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

To Tokyo
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## FRANCE

### *Global quota for the import of horses for slaughter*

THE FRENCH *Journal Officiel* of August 23 announced the opening of a quota for the import of horses for slaughter (Tariff No. 01.01 A II) originating in and imported from ex member countries of the OECD other than member countries of the EEC, the United States and Canada.

The quota, which is for the period September 1 to December 31, 1969, will be opened in two periods of two months each. Import licences will be granted only to those importers who can prove that they have effected imports of horses for slaughter from the countries covered by this quota during the following periods:

January 1 to August 31, 1967
January 1 to August 31, 1968
January 1 to June 30, 1969.

Applications for import licences, made separately for each of the two periods of the quota, should be marked 'O.C.D.E. hors C.E.E.' as country of origin and reach the Direction generale des douanes et droit indirects (division E), 8 rue de la Tour des Dames, Paris, 9e, not later than October 10 for the first period and December 10 for the second period. Applications will be examined as and when received.

Licences will be valid until October 31 and December 31, 1969 respectively, and the period of validity will be endorsed on the licence.

A declaration of imports effected between January 1, 1967 and June 30, 1969, stating the country of origin, should be addressed to the Ministere de l'Agriculture (direction des relations internationales, service des relation bilaterales et des operations commerciales avec l'etranger, bureau des autorisations commerciales), 78 rue de Varenne, Paris, 7e.

Importers who have, for previous quotas, forwarded details of imports from January to August 1967 and January to June 1968, need only complete the information for the periods July 1 to August 31, 1968 and January 1 to June 30, 1969.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288, where the full French text may be seen.

### *Imports of horsemeat*

THE *Board of Trade Journal* of January 24 (page 248) published a notice setting out the conditions for the import of horsemeat (Tariff heading 02.01 A I a, ex 1 ex b) originating in and imported from all countries other than member countries of the EEC.

The French *Journal Officiel* of August 23 announced that importers need now only forward declarations of imports effected between January 1, 1968 and June 30, 1969, if they are not able to furnish declarations of imports prior to these dates. The declarations should be sent to the Ministere de l'Agriculture (Direction des Relations Internationales, Service des Relations Bilaterales avec l'Etranger, Bureau des Autorisations Commerciales), 78 rue de Varenne, Paris, 7e.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

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### INTERNATIONAL TRADE CENTRE - TRAINING FACILITIES

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*For further information write or phone the United Kingdom Liaison Office: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).*

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## PORTUGAL

### Amendment to the import tariff

THE PORTUGUESE *Diario do Governo*, 1st Series, No. 167, of July 18, 1969, published Decree Law 49133 which introduced the following amendments to the import tariff.

The present import tariff sub-heading 41.02.03 has been renumbered 41.02.04.

Import tariff sub-heading 41.02.03 will now read as follows:

| Tariff | Description | Rate of duty | |
|---|---|---|---|
| | | Maximum | Minimum |
| 41.02<br>03 | Wet blues (wet chrome 'semi-tanned' leather) | 2·40 Esc. per Kg. | 1·00 Esc. per Kg. |

This item should be added to the list of products which are exempt from import duty in Portugal under Article 3 of the EFTA convention. The latest list of such items was published in the *Board of Trade Journal* of May 14, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

## KUWAIT

### Agency regulations

THE *Official Gazette* No. 739 of August 10 contained the following notices issued by the Under-Secretary of the Ministry of Commerce and Industry:

All agents of air and sea-shipping companies should have an explicit statement in the Commercial Agency Contract, whereby the principal company authorizes its agents to represent it before courts and official departments and also empowers the agent to pay indemnities ordered by judgments.

Previous agencies registered with the Ministry should have contracts amended accordingly within one month from the date of this notice.

Holders of Commercial Agencies whose terms have already expired should expedite their renewal as failure to do this will render them cancelled.

Holders of Commercial Agencies which have not been registered yet should have them registered at the Ministry's control of Commercial Agencies.

All inquiries about this notice should be addressed to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2221).

## IRAN

### Import regulations

THE CENTRAL BANK of Iran has announced that the deposit for the registration of orders for iron and steel in the form of beams, falling under Customs Tariff Series 701/3, is being reduced from Rials 75 per dollar to Rials 30 per dollar.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

## REPUBLIC OF SOUTH AFRICA

### Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* of August 22 notified the following changes:

**R3138:** Provision is made for an ordinary anti-dumping duty on twist drills (excluding hollow core gun or jet drills, masonry drills and subland drills), of steel, of a diameter exceeding $\frac{1}{16}$ inch, if imported from or originating in the Federal Republic of Germany and the Western Sectors of Berlin. The said anti-dumping duty is also applicable to such goods entered under the provisions of item 401 of Schedule No. 4.

**R3139:** Provision is made for a rebate of the full duty on certain raw materials, for the manufacture of anti-oxidants and accelerators.

**R3140:** The provisions for a rebate of duty on certain woven fabrics,

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

for the manufacture of collar and cuff interlinings, are withdrawn.

R3141: Provision is made for a drawback of the full duty on glass envelopes equipped with mountings, filaments and electrodes, used in the manufacture of certain electric filament lamps which are exported from the Republic.

R3164: The description is amended to make it clear that pantie hose is classifiable under sub-heading No. 60.03.10.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## MALAYSIA

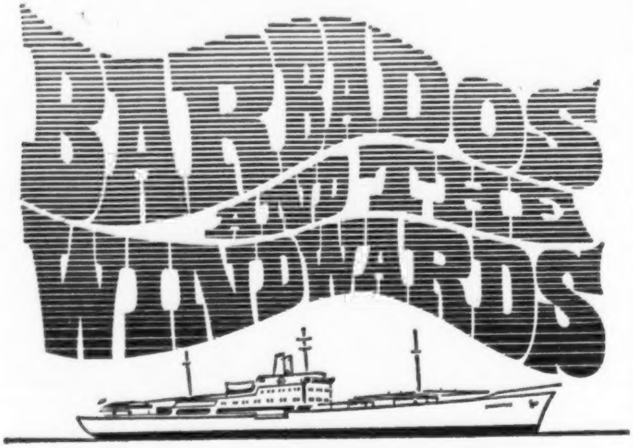
### *Pioneer industries*

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act. 1968:

| Industries | Products |
|---|---|
| 1. Manufacture of chemical fertilizers | Granulated fertilizers. |
| 2. Manufacture of industrial chemicals | Magnesium hydroxide, magnesium oxide, magnesium carbonate, bromine, ethylene bromide, potassium chloride, magnesium chloride |
| 3. Manufacture of dairy products | Ghee |
| 4. Manufacture of prepared animal feeds | Animal feeds |
| 5. Manufacture of miscellaneous food preparations | Toong-Foon/Suhoon |
| 6. Manufacture of motor vehicle parts and accessories | Dynamos, alternators, starter motors, regulators, distributors, ignition coils |
| 7. Manufacture of optical goods | Spectacle frames and parts – all types spectacle glass blanks and lenses |
| 8. Manufacture of cocoa | Cocoa butter, cocoa powder |
| 9. Manufacture of industrial chemicals | Deodorizers, air purifiers, cresols and derivatives, fillers for plastics |
| 10. Canning and preserving of fruits | Frozen Malaysian fruit, juice concentrate and jam |
| 11. Manufacture of textiles | Sewing thread of all types |
| 12. Manufacture of rubber goods, n.e.s. | Rubberized coir and other fibre products for mattresses, cushions, etc. |

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before September 27, 1969, of his objections and of the grounds on which they are based.



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## HONG KONG

### *Re-organization of Government agencies in London*

THE VARIOUS Hong Kong Government Agencies in London, including the Hong Kong Students Office, the Hong Kong Chinese Liaison Office and Hong Kong House are being co-ordinated in one organization at the Hong Kong Government Office, 54 Pall Mall, London, S.W.1. (01-930 7951).

Mr. A. M. J. Wright, C.M.G., will take up the position of Administrative Commissioner for the Government of Hong Kong in London succeeding Mr. P. C. M. Sedgwick, C.M.G., who is retiring at the end of August.

Trade promotion will remain the responsibility of the Hong Kong Trade Development Council located at 55/58 Pall Mall (01-930 7955).

## NEW ZEALAND

### *Tariff and Development Board report*

COPIES OF THE following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

| Tariff Item | Description |
|---|---|
| 82.04.19 | Toggle clamps. |

### *Emergency protection authority report*

COPIES OF THE FOLLOWING New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of

*Continued on page* 707

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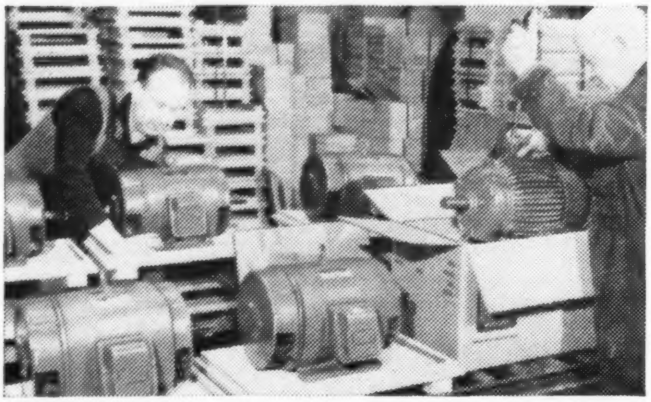

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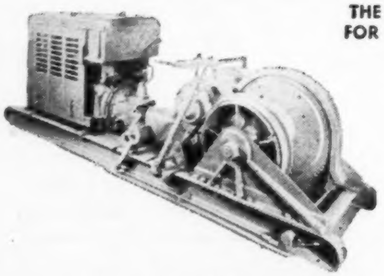

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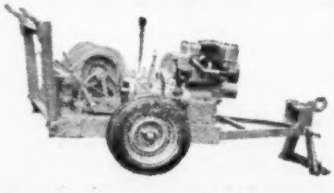

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NEW ZEALAND, *continued*

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| Tariff Item | Description |
|---|---|
| 84.35.01 | Printing rollers covered with rubber or polyurethane. |

## SINGAPORE

### *Free Trade zones*

THE SINGAPORE Ministry of Finance has announced that two Free Trade zones are to be established with effect from September 1, 1969, one comprising the Port of Singapore Authority area, including Telok Ayer Basin, and the other an area at the Jurong Wharf.

These zones have been established to ensure that tariff, quota and other import restrictions do not hamper Singapore's important entrepot or re-export trade.

Any inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## CHILE

### *Import regulations*

THE CHILEAN Central Bank recenly added the following items to the list of goods for which payment can be made up to 360 days after the date of the bill of lading:

| | |
|---|---|
| 49.04 | Sheet music |
| 84.24 | Mowers and/or balers |

## VENEZUELA

### *Customs Tariff Amendment*

THE VENEZUELAN Ministry of Finance have announced a new division of the customs tariff concerning the nomenclature of textile fibres backed with cellulose. A new tariff number is issued as follows:

| Tariff Number | Description | Rate of Duty |
|---|---|---|
| — | | (Bolivares per kilo gross) |
| 655-09-06-16 | Cotton textile fibres backed by (agglutinated) cellulose in flat form, sponge like, whether offered in rolls or cut to size | 3·00 |
| Explanatory note: | | |
| 655-09-06-16 | This Section includes only products obtained by the inter-weaving of cotton fibres joined or backed by pure or wadded cellulose. These products generally appear in flat or sponge like forms, whether printed or not, and not cut to size. When offered cut to size and ready for retail sale, they are classified as dusters under Tariff Heading 656-05-04-2. | |

The amendment took effect from August 12, 1969.

## EL SALVADOR

### *Emergency tax*

HM EMBASSY in San Salvador have reported that an emergency tax was imposed in El Salvador on all incomes and capital for the

(*Continued on next page*)

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EL SALVADOR, *continued*

month of July 1969. All residents including foreigners and overseas companies resident in El Salvador were affected by the tax.

Rates of tax on income ranged from 2½ per cent to 5 per cent and on liquid capital from 1 Colon (6 Colones=£1) to 5 Colones per 1,000 Colones on capital of Colones 5,000 or more.

A schedule of the rates of tax may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

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## UNITED STATES

### *Motor vehicle safety standards: Nos. 109 and 110*

THE UNITED STATES Federal Highway Administration has announced various amendments to the tables in Appendix A of standard 109 relating to new pneumatic tyres and standard 110 relating to tyre selection and rims.

The amendments become effective as follows:

Standard 109 – August 20, 1969.
Standard 110 – September 26, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. F.R. 27.8.69).

### *Motor vehicle safety standards: power-operated window systems*

THE UNITED STATES Federal Highway Administration has announced proposals for a new motor vehicle safety standard which would impose minimum performance requirements for power-operated window systems in passenger cars and multi-purpose passenger vehicles. The proposed effective date for the standard is January 1, 1970.

Interested persons are invited to submit written comments on this proposal (in 10 copies and identifying docket No. 69-11a) to the Docket Section, Federal Highway Administration, Room 512, 400 6th Street, S.W. Washington DC 20591, by October 10, 1969.

In addition, the Federal Highway Administration has given advance notice of proposed rulemaking on additional performance requirements for power-operated window systems.

In this connection, interested persons are invited to submit written data and views on more comprehensive performance requirements which would become effective on January 1, 1971, to ensure reliability, fail-safe operation, and reasonable security against accidental actuation of the control devices of power-operated windows in passenger cars, multi-purpose passenger vehicles, trucks and buses.

Comments (identifying docket No. 69-11b) should be submitted to the Docket Section by November 24, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. F.R. 23.8.69).

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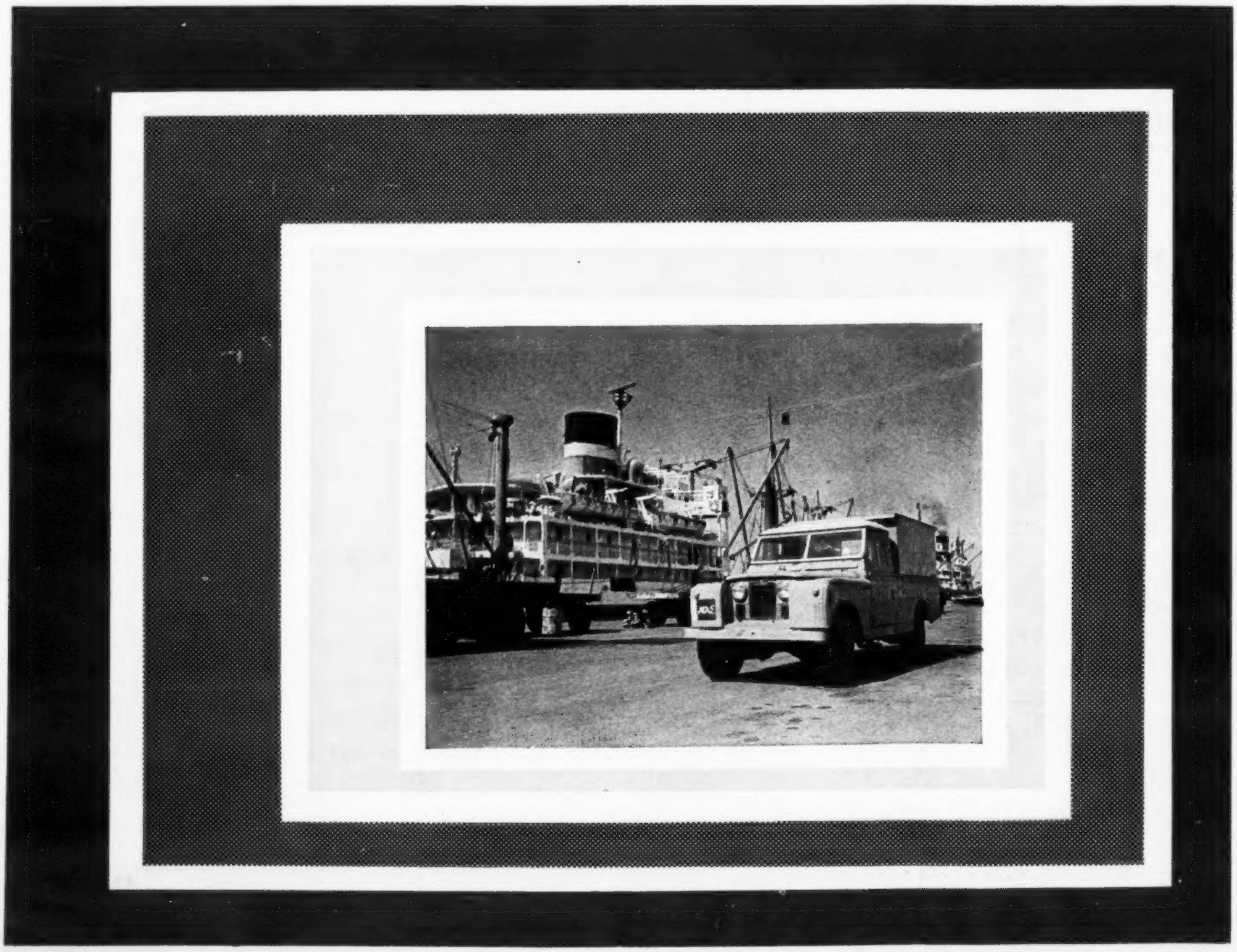For All Advertising Inquiries get in touch with
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